

# Coachmart

The leading weekly serving the coach industry

August 24, 1989 Issue 551 £1

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## TOP QUALITY COACHES

### LEYLAND

1986 TIGER 245 DUPL CARIBBEAN II 12M, 49/51 recliners, Grey/orange moquette, power door, courier seat, curtains, sunken demountable toilet, ZF gearbox, white/red/black.

1982 TIGER 218 PLAXTON VIEWMASTER 12M, 49 recliners, Brown moquette, toilet at rear with continental door, driver's berth, Telma retarder, drinks machine, wiring T.V. + video, courier seat, curtains, power entrance door, semi-automatic gearbox, white + blue/red reliefs.

### BOVA

NEW - 1 ONLY

BOVA FUTURA FHD 12.290  
INTEGRAL 12M, 49/53 recliners, centre demountable toilet - IMMEDIATE DELIVERY - SPECIAL LEASE - PACKAGES AVAILABLE

1984 EUROPA III Integral 12M, 45 Futura seats, blue/grey moquette, (42 recliners + 3 fixed), power door, courier seat, curtains, centre sunken toilet, rear servy, drinks machine, gangway carpet, continental door, wired T.V. + video, Webasto heating, blue/white.

1984 CALYPSO Integral 12M, 53 str., Autumn tint moquette, power door, curtains, cream/brown/orange.

1983 EUROPA II Integral 12M, 46 recliners, red moquette, power door, curtains, toilet, courier seat, fridge, Telma retarder, red/white/blue.

1981 (AUGUST) EUROPA INTEGRAL 12M, 49 recliners, Brown stripe moquette, n/s rear sunken toilet, continental door, fridge, white + blue/red reliefs.

### DAF

1986 DKFL JONCKHEERE JUBILEE P50 12M, 51/53 recliners, rear sunken o/s demountable toilet, continental door, sleeping berth, courier seat, coffee machine, double glazing, side window blinds, power entrance door, wired T.V. + video, white with blue reliefs.

1986 DKFL DUPL 340 12M, 53 recliners, Grey/orange moquette, power door, curtains, gangway carpet, rear toilet, tinted glass, red/white.

1984 SB2300 DHS JONCKHEERE JUBILEE P50 12M, 49 recliners, Red/grey moquette, toilet at o/s rear, continental door, berth, tinted glass, power door, T.V. + video, drinks machine, twin fuel tanks, cream/orange.

### VOLVO

NEW - 2 ONLY

VOLVO B10M GL (MK III) VAN HOOL ALIZEE-H, 49/53 or 51/55 recliners, centre demountable toilet etc. AVAILABLE NOW

1988 B10M GLE JONCKHEERE JUBILEE P599 12M, 49 recliners, Grey/red moquette, centre sunken toilet, double glazing, driver's berth, drinks machine, fridge, wiring T.V. + video, courier seat, Telma retarder, power entrance door, White + blue/orange reliefs.

1985 (SEPTEMBER) B10M GLT PLAXTON PARAMOUNT 3500 12M, 49 recliners, Brown moquette, rear o/s toilet with continental door, double glazing, driver's berth, Webasto heating air-conditioning, Telma retarder, courier seat, power entrance door, wiring T.V. + video, drinks machine, curtains, Tempo 100 equipment, splitter gearbox, cream + orange/brown reliefs.

1983 (AUGUST) B10M BERKHOF ESPRITE 12M, 49 recliners, Brown/orange/green moquette, power door, courier seat, Telma retarder, fan, toilet, berth, blinds, continental door, cream/brown/orange.

1983 B10M BERKHOF EVEREST 12M, 49 recliners, Autumn tint moquette, power door, courier seat, rear toilet, drinks machine, berth, T.V. + video, Webasto, Telma retarder, splitter gearbox, yellow/blue/orange.

### MOSELEY

Moseley Group of Companies, Derby Road, Loughborough Leics. LE11 0AH. Telex: 341327 Telefax: (0509) 610814  
SCOTLAND (0238) 22445  
HEAD OFFICE (0509) 213232



#### BEDFORD

**1977 Bedford YLQ** Plaxton Supreme, 45 seats, autumn tint moq, livery white.  
**1976 Bedford PJK** Duple Dominant, 29 seats, new MoT Dec '89.  
**1974 Bedford YRT** Duple Dom, 53-seater, p/door, red moq, livery white.

#### AEC BRISTOL

**1979 AEC 760**, 12 metre Plaxton 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.  
**1978 AEC 760**, 12 metre, Plaxton, 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.  
**1975 AEC 760**, 12 metre, Plaxton, 53 seats, 6 speed ZF, autumn tint moquette, Bristol dome, side lockers. Livery grey/red. MoT June 1990.  
**1974 Bristol LHL**, 11 metre Duple, 53 seats, autumn tint moquette. Livery white/black.

#### MINIBUSES

**1986 (D) Op** **SOLD** 49 seats, power door, o/cassette.

**1988 (E) Ford Iveco Reeve Burgess Beaver**, 21 moquette seats, boot, power door, radio, excellent condition.

#### DAF

**1988 DAF SBR3000 Plaxton 4000 four star**, 74 recliners, toilet, TV, etc. 147,000K from new.

## NEOPLAN

NEOPLAN SKYLINER  
 V10 MERCEDES ENGINE  
 6 SPEED ZF GEARBOX  
 TOILET, DRINKS MACHINE  
 FRIDGE, RADIO/CASSETTE/PA  
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 77 RECLINING SEATS

#### VOLVO

**1982 Volvo B10M Gold** 49-53 seats (demountable door, tinted windows, door, Telma retarder, radio, very clean. Vehicle MoT December 1989.

**SOLD**

#### FORD

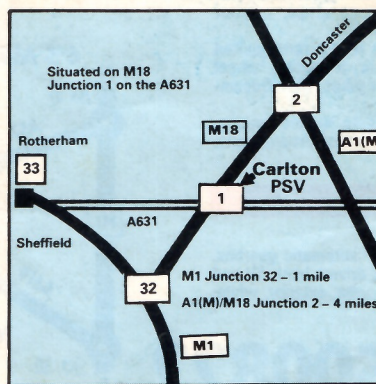
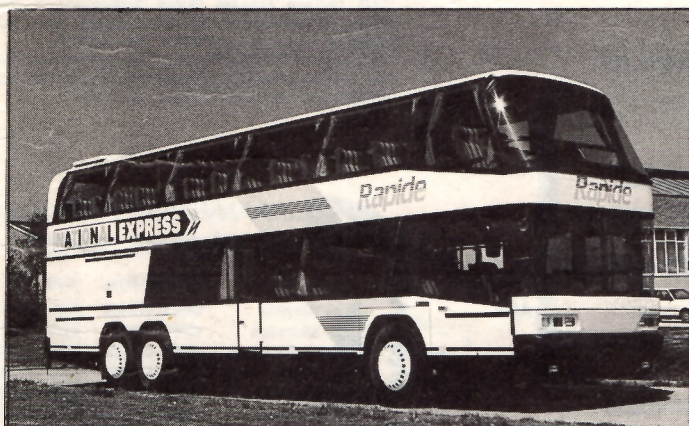
**1980 Ford R1114 Duple Dominant Express**, 53 seats, red moquette, white/blue.  
**1979 Ford R1114 Duple Dominant Express** 53 seats, (re-moquetted grey/blue), livery blue, MoT Sept 89.

#### LEYLAND

**1981 Leyland Leopard Duple Dominant**, 53 seats, red moquette, livery white, new MoT.  
**1981 Leyland Leopard**, 11 metre, Plaxton Supreme Express, 53 moquetted seats, ZF 6 speed, MoT July 1990.  
**1981 Leyland Leopard**, 12 metre Plaxton Supreme IV, 49 Chapman reclining seats, ZF 6 speed manual gearbox, Bristol dome, destination gear. Livery white, autumn tint moquette.  
**1980 Leyland Leopard**, 11 metre, Plaxton Supreme Express, 53 re-moquetted seats, ZF 6 sp.  
**1979 Leyland**, 12 metre Dominant, 49 seats, MoT Feb 1990.  
**1976 Leyland Plaxton Express**, 49 seats, choice of 2.  
**1974 Leyland Leopard**, 11 metre Duple Dominant 49 E type seats, semi-auto gearbox, side lockers, autumn tint, livery white.

#### NEOPLAN

**1982/3/4 Neoplan Skyliners**, 71/72/75 seats, toilet, drinks machine, fridge, radio, PA, Mercedes V10 Engine, 6-speed ZF manual gearbox, some re-moquetted and refurbished.



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### DAF

1985 (B) DAF SB3200 Van Rooijen Odyssey, 49 seats, integral side lockers, power door, ducted heating, wheel discs, radio/pa/cassette, interior red/grey, exterior white, new MOT.

1983 (Y) DAF SB200 Jonckheere Bermuda, 47/51 reclining seats, ducted heating, integral side lockers, power door, wheel discs, toilet, curtains and seat covers, radio/pa/cassette, interior green stripe, exterior white, MoT February 1990.

1983 DAF MB Van Hool Alizee H, 51 reclining seats plus courier, ducted heating, underfloor lockers, power door, box and wiring for 2 tv's, centre sunken toilet, fridge, drinks machine, driver's bunk, interior brown stripe, exterior white, MoT April 1990.

\* 1983 (Y) DAF MB Plaxton Paramount 3200, 46 reclining seats, 2 side lockers, ducted heating, power door, rear sunken toilet, tv box and wiring for saloon, radio/pa/cassette, interior brown stripe, exterior white, MoT new.

1980 (V) DAF DKTL Plaxton Supreme IV, 53 fixed seats, 3 heaters, power door, 2 side lockers, wheel discs, radio/pa/cassette, interior red, exterior white, MoT.

1980 (W) DAF DKTL Duple Dominant IV 50 reclining seats, 4 heaters, power door, curtains, radio/pa/cassette, interior brown stripe, exterior white with blue stripes, MoT December 1989.

### FORD

1980 (V) Ford R1114 FIVE IV, 53 seats, boot, 3 heaters, radio/pa/cassette, exterior red/white/blue, MoT, choice of 3.

1980 (V) Ford R1114 Duple Dominant IV, 53 seats plus courier, Telma, curtains, MoT new.

1980 (V) Ford R1114 Duple Dominant IV, express power door, jake brake, side lockers, MoT March 1990.

1976 (P) Ford R1114 Duple Dominant I, 49 seats, express power door, 3 heaters, interior yellow/brown, exterior red/white, MoT.

1975 (N) Ford R1114 Duple Dominant IV, 53 seats, power door, Bristol dome, 3 heaters, radio/pa/cassette, interior red/black, exterior white/blue stripe, MoT August 1989.

### SCANIA

1987 (D) Scania K112 CRB Van Hool Alizee H, 49 reclining seats, power door, Telma, crew seat, side lockers, toilet, sink, fridge, blue curtains, radio/pa/cassette, interior blue/red/cream stripe, exterior silver grey, MoT May 1990.

### VOLVO

1983 Volvo B10M Berkhof Esprite, 49 reclining seats plus courier, power door, ducted heating, Telma, under floor lockers, radio/pa/cassette, box and wiring for tv, drinks machine, fridge, interior grey/red/orange stripe, exterior white/blue and green, MoT November 1989.

1981 (X) Volvo B58 Plaxton Supreme IV, 53 remoquetted seats, power door, Telma, side locker, 3 heaters, wheel discs, interior brown chevron, exterior white, MoT December 1989.

1981 (W) Volvo B58 Unicar 11M, 53 seats, ducted heating, side locker, interior grey, exterior white/orange/red/maroon, MoT April 1990.

### NEOPLAN

1986 Skyliner MkII Gardner engine, ZF automatic gearbox, 77 reclining seats, water boiler, fridge, drivers bunk, TV and video, MoT Feb '90. Interior red moquette, exterior, white, blue and orange.

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## SCANIA Alexander

PLAXTON



### N-E-W

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### AEC

1979 (T) AEC 760 Plaxton Supreme IV, 49 seats, power door, side locker, heater, interior brown/beige stripe, exterior white, MoT March 1990.

1978 (S) AEC Reliance 760 Duple Dominant II, 53 seats, power door, side lockers, semi auto gb, interior autumn tint, exterior white, MoT May 1990.

### BEDFORD

1985 (B) YNT Duple Laser, 53 seats, ZF 6 speed gearbox, heated windscreen, side locker, power door, interior blue/grey stripe, exterior white/orange/yellow stripe, MoT April 1990.

1977 (R) Bedford YMT Plaxton Supreme, 53 seats, 3 heaters, radio/pa/cassette, interior red stripe, exterior white/orange/blue, MoT.

1973 (M) Bedford YRQ Willowbrook Service Bus, power door, luggage racks, interior beige, exterior cream/red, MoT November 1989.

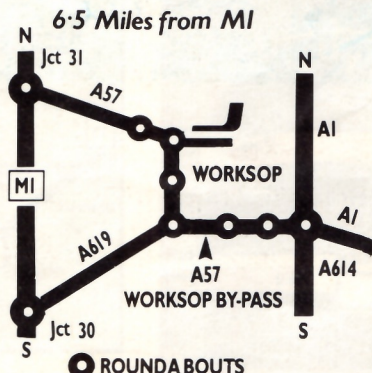
### DOUBLE DECK BUSES

1976/77 Daimler Fleetline, Park Royal and MCW bodywork, 76 seats, Gardner LXB engine, auto steering, single entrances painted all white, going through MoT, large selection.

1973 (M) Daimler Fleetline Park Royal, 75 seats, interior maroon PVC, exterior blue/yellow, MoT January 1990.

1973 (L) Atlantean 680 Northern Counties, 74 seats, interior maroon PVC, exterior blue/yellow, MoT February 1990.

1972 (L) Atlantean Park Royal, 75 seats, interior brown, exterior blue/yellow, MoT September 1989.



### LEYLAND

1986 Leyland Tiger 250 Duple Laser II, auto transmission, Eberspacher heater, continental door, demountable rear off-side, radio/pa/cassette, 49 seats + courier, ext white, MoT 25.05.90.

1985 Leyland Tiger Duple Laser II, hydraulic fully auto gb, power door, power steering, Webasto, radio/pa, curtains, int blue stripe, ext white, 53 seats, MoT 08.06.90, choice of four.

1985 Leyland Tiger Duple Laser II, power door, ducted heating, side locker, radio/pa/cassette, 51 E-type seats, int beige/red, ext white, MoT 08.11.89.

\* 1984 Leyland Tiger 245 Plaxton Paramount 3500, side lockers, ext white, MoT 24.03.90.

\* 1984 Leyland Tiger 245 Plaxton Paramount 3200 EXP, semi-auto gb, side lockers, toilet, Webasto, 49r, int brown stripe, ext white, MoT 29.01.90.

\* 1984 Leyland Royal Tiger Plaxton Paramount 3500, power door, integral side lockers, ducted heating, drinks machine, toilet, tv/video, radio/pa/cassette, 49r seats, int brown stripe, ext white, MoT 13.02.90. Choice of 2.

1984 Leyland Tiger 245F Berkhof Esprite, underfloor lockers, plug power door, ducted heating, toilet, drinks machine, box for tv, radio/pa/cassette, 49r seats, int brown stripe, ext white, MoT 25.06.90.

\* 1983 Leyland Tiger 245 Plaxton Paramount 3500, power door, side lockers, wheel discs, heated mirror, toilet, tv/video, radio/pa/cassette, 49r seats and courier, int brown stripe, ext white, MoT 28.07.90.

1982 Leyland Leopard ECW EXP, semi-auto gb, destination gear, driver's partition, int autumn tint, ext white, 49 seats, MoT 05.05.90.

1982 Leyland Tiger 218 Plaxton Supreme V Ex, 3 heaters, power door, side locker, radio/pa/cassette, 53 seats, int autumn tint, ext white, MoT 30.10.89.

1982 Leyland Leopard Duple Dominant IV, ZF gearbox, power door, SBG dome, 4 heaters, radio/pa/cassette, 53 reclining seats, int blue/grey, ext white/blue, MoT 08.89.

1981 Leyland Leopard Duple Dominant II, ZF gb, power door, Telma, side locker, Bristol dome, 3 heaters, radio/pa/cassette, int red/orange, ext white, 53 seats, MoT 18.01.90, choice of two.

1981 Leyland Leopard Plaxton Sup IV, semi-auto gb, manual route gear, power door, Bristol dome, heated windscreen, 53r seats, int yellow/black, ext white, MoT 01.06.90.

1981 Leyland Leopard Plaxton Supreme IV EXP, semi-auto 2 speed gb, heated windscreen, 48r seats, Bristol dome, driver's cab, int autumn tint, ext cream/orange, MoT 25.11.89, choice of 3.

1980 Leyland Leopard Duple Dominant II, semi-auto gb, side lockers, power door, Webasto, Bristol dome, 50 Chapman r seats, int retrim brown/red stripe, ext white, MoT 10.11.89.

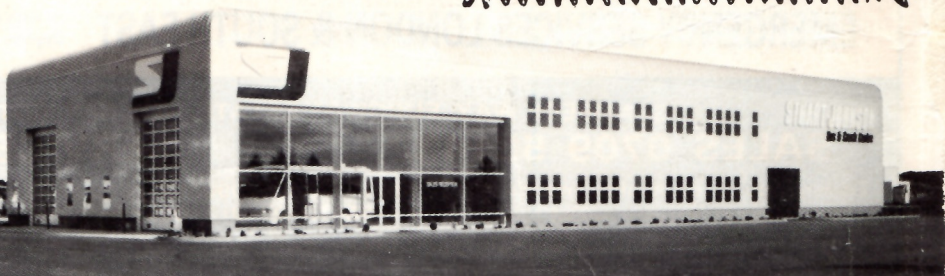
1979 Leyland Leopard Duple Dominant II, power door, 4 heaters, radio/pa/cassette, 57 seats, int red/orange, ext white/blue, MoT 01.90.

1978 Leyland Leopard Duple Dominant I, power door, Telma, Bristol dome, Webasto heaters, side locker, 49 seats, int blue stripe, ext white, MoT 12.01.90.

1972 Leyland Leopard Plaxton Elite, power door, autolube, side locker, 2 heaters, radio/pa/cassette, 40 fixed seats, int autumn tint, ext red/cream, MoT 23.11.89.

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# Coachmart

ISSUE 551

August 24th, 1989

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Discover the beautiful region of Styria in Austria – page 31.



Is leasing the way ahead for your company? – page 12.

Coachmart is published by EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS. Telephone 0733 63100. Fax 0733 62656. Telex 32157. ISSN 0953-8240

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Coachmart is only available by pre-paid subscription. Domestic subscription rate is £45 per year, and Europe (including Irish Republic) £75 per year. Worldwide air mail rate is £100 per year. All rates include postage.

### CONTRIBUTIONS

Contributions should be sent to  
The Editor, Coachmart, Wentworth House, Wentworth Street, Peterborough PE1 1DS.

The Editor cannot accept responsibility for claims and statements by authors and manufacturers whose views do not necessarily represent those of the publisher, or for any mistakes or misprints, although every care is taken to ensure accuracy.

Coachmart is typeset by Reprotype Ltd, Peterborough and printed by Gibbons Barford, Wolverhampton.  
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### Fleet Update

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# Government set to get heavy on weight

**A** TOUGHER regime for overloaded buses and coaches and general vehicle standards will be the major effect of the Government White Paper 'The Road User and the Law' – if it becomes law.

Although full details were not available earlier, *Coachmart* has already published the Department of Transport's intention to invite the industry's comments on the proposals (*Coachmart* 550, August 17).

As well as introducing proposals to cover cars, motorcycles and other motor vehicles, the Government intends to extend vehicle prohibition powers to authorised police officers – together with authority for the weighing and prohibition of overloaded buses and coaches.

But the powers would be limited to 'circumstances where the vehicle posed an immediate risk to public safety', and not to vehicles which were deemed 'likely to become unfit' – because of the more technical nature of roadside decision involved. However, inspections will be carried out to ensure that the vehicle is more generally roadworthy.

It is also proposed to introduce fees for inspections to remove prohibitions, but appeals against refusals to remove prohibitions will be retained and, in practice, will be made to the Vehicle Inspectorate.

## DTp Proposal – Prohibition of Overloaded Coaches

- Passenger vehicles will be treated the same as goods vehicles, with the Department's traffic examiners, certifying officers and PSV examiners empowered to weigh and prohibit.
- It is the DTp's stated objective to prevent any vehicles adapted to carry eight or more passengers exceeding the manufacturer's 'plated' weights owing to excess baggage.
- If a vehicle is found to exceed its maximum permitted axle and/or GVW during a DTp check the driver would be required to park the vehicle while particulars were taken by the examiner and a prohibition notice issued, if necessary. The driver would be informed of the decision and given access to a

telephone to contact the operator.

- Depending on the severity of the overload, any excess weight would be removed by the driver choosing from a list of local bus and haulage operators available to provide assistance. Following the removal of the excess load, the vehicle would be reweighed and clearance documents issued.
- If there is likely to be a long delay before assistance is available, the vehicle may be given a 'Direction Notice' to move under escort to a location where refreshments and other facilities were available. However, following removal of the excess load the vehicle would be required to return to the weighbridge to obtain clearance documents.

Other proposals include: A tightening of statutory defence to assist prosecution for the sale of unroadworthy vehicles.

A nominated tester registration scheme to make them individually accountable for the tests they conduct.

An extension of the Road Traffic Act to allow inspections to ensure full compliance with construction and use regulations.

A law change to allow PSVs to be stopped in a place unsuitable

for an inspection and be diverted to a suitable place, aligning them with goods vehicles.

Notifiable alterations to PSVs should carry a fee following inspection rather than including the overheads on PSV annual test fees, which is the case now.

Operators with any comments or views on the proposed changes should them to Mr G Benham, Room C19/02, 2 Marsham Street, London SW1P 3EB no later than November 9, 1989.

IN YOUR  
**COACHMART**  
NEXT WEEK

## FERRIES UPDATE

We bring you mid-year details of ferry routes for the coach operator

## ROAD TEST

First full test of the MAN 10.180 midicoach with Caetano body

## PLUS

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## FLEET UPDATE

Find out the latest on new coach movements

## ON TARGET

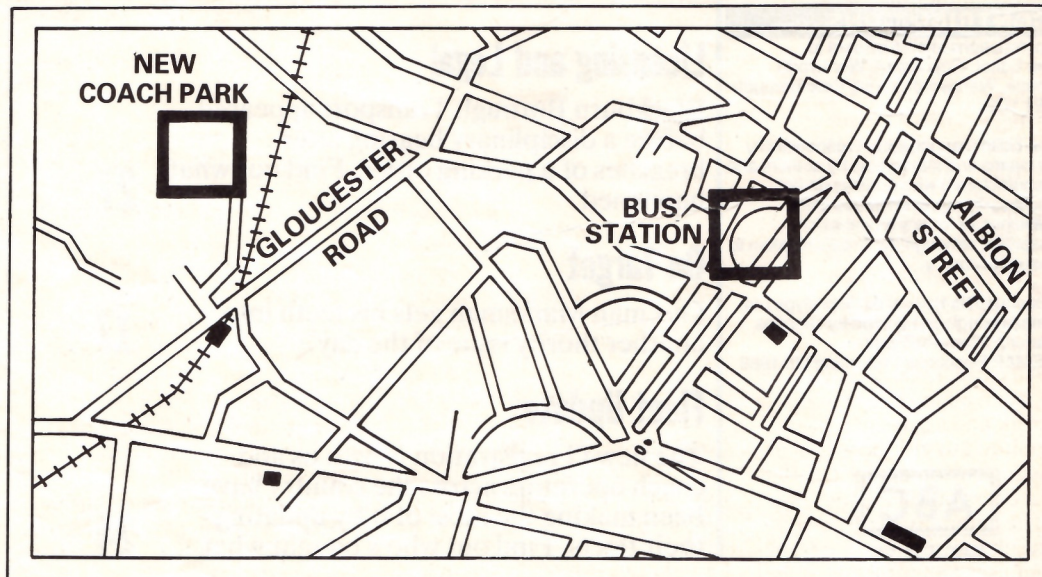
Marksman hits the spot again with his incisive views

## Parking charges

**C**OACH drivers in Cheltenham, Gloucs, have a new parking place as from last week.

The old coach park in Albion Street has now closed down, and drivers are being redirected to the new park at the Cheltenham and District Bus Company depot by Lansdown railway station.

For setting down and picking up, stop at bay one at the bus station in Royal Well Road. The park is open from 8am – 6pm. Charge is £3 and there are canteen and toilet facilities available.



# OFT rejects unfair plea by Pinnacle

**T**HE Office of Fair Trading has rejected a complaint by Keighley independent Pinnacle Coaches in the first report to be published on alleged predatory pricing in the bus and coach industry.

Pinnacle alleged West Yorkshire Road Car tried to damage its business by dropping fares below cost on a contested route between Skipton and Bradford. Under the Competition Act 1980, the OFT had to decide whether WYRC's introduction of a return ticket for the price of a single fare, introduced on the route the same day Pinnacle introduced its competing service, was predatory behaviour.

However, the OFT found WYRC's actions 'fell short of being predatory' – because the company had introduced similar

cheap returns on other routes and had not attempted to reschedule services to 'skim' custom from Pinnacle.

According to the OFT: 'A company faced with competition must be expected to respond in some way, and its actions only become anti-competitive if competition is restricted, distorted or prevented, or if that was the intended or likely outcome – this was not the case here.'

The Director General of Fair Trading, Sir Gordon Borrie, said: 'The line between desirable competitive behaviour and predatory behaviour is a fine one, especially in this industry which has only recently been deregulated.' He added: 'The report sets out the factors my office takes into account in assessing whether behaviour is

predatory, and I therefore expect it to be a useful guide in other cases.'

● In its first acquisition since its privatisation last October, Yorkshire Rider has competed its purchase of West Yorkshire Road Car services and 120 vehicles in the Leeds, Bradford and Otley areas.

Saying that the WYRC services would be integrated into the Rider network, Rider MD Bill Cottham added: 'One of the major benefits of our new ownership is the freedom to make acquisitions of this type which firstly consolidate our position in the transport industry, then secondly and more importantly, help us to provide bus passengers with the best service available.'

**COACHMART**  
Says

**You've been warned!**

**B**E WARNED, the Department of Transport is planning to step up its efforts to enforce weight limits and construction and use regulations as they affect coach operation.

Its consultative document, referred to in more detail on our news pages this week, contains the Department's plans to give police officers the same powers as vehicle examiners to prohibit the immediate future use of coaches and buses which are deemed to be in a dangerous condition.

And it wants its traffic examiners, certifying officers and PSV examiners to have power to impose similar immediate prohibitions on the use of a coach which is found to be operating at more than its permitted gross and/or axle weights.

At Coachmart, we share the view that some of Britain's axle weight rules are out of date and ought to be increased and we urge the Department to increase these at the same time as the new rules are introduced.

But we are realistic enough to accept that that is unlikely to happen.

Certainly, operators would be foolish to assume, just because their vehicles have evaded the net of prohibition so far, that they are in the clear.

With these proposed powers, coaches could be pulled into weighbridges which have already been installed at strategic points throughout the country to catch overloaded lorries.

If your vehicle turns out to be overweight, not only does it cause you inconvenience and embarrassment as passengers' journeys are disrupted and connections are put at risk, but prohibitions could, ultimately, put your O-licence at risk.

Better now, or as soon as your peak season is over, to carry out an audit of your fleet and find out exactly what loads each of your coaches is permitted to carry.

It may be very difficult to limit your passengers' luggage by weight, but if you have a clear idea of the capacity of each coach, then you can plan better to keep on the right side of the law.

## Park plan thrown out

**P**LANs to introduce coach parking charges for sites in Minehead, Watchet and Dulverton have been thrown out by West Somerset District Council.

Members of the technical services committee rejected the plan after being told by tourism officer Tim King that free parking meant more coaches would be persuaded to stop in these areas.

Also on the cards was an increase in parking fees at Dunster Steep. This was also rejected, so the charge will remain at £1.50 per day.

Charges now in force at Porlock central car park will be abolished after October 31.

## MTB grows

**S**EAT maker MTB Equipment Ltd, has expanded for the third time in as many years.

An extra 4,000 square feet has been added to the MTB factory and a salesman has been appointed to visit potential and existing customers to stimulate awareness of MTB products.

The company makes seats and sub assemblies for coaches, minibuses and trains.

## New firm for Moir

**J**OHN Moir, former managing director of Q-Drive's Cantabrica and Len Wright Travel business, has set up a luxury minicoach and limousine company to compete for incoming tours business.

Moir, who resigned from Cantabrica over 'irreconcilable differences' with Cantabrica chairman David Stewart (Coachmart, August 3), has set up Brents Luxury Limousines and Coaches, based at Faversham, Kent, but operating from London.

It has started with two 23-seat Mercedes-Benz minicoaches and two stretched US-built Lincoln Continental limousines. By May next year, Moir says there will be 10 minicoaches and four limousines.

'We are doing mostly incoming tourists, individuals and the business market,' says Moir. 'We are covering airports, hotels, transfers and round-Britain tours.'

'We think that there is a gap in the market for high quality vehicles for this kind of work and already, after two weeks, we have seen quite a strong demand. One minicoach is out on the Bros pop group tour, carrying the band and model Linda Lusardi has fallen in love



John Moir: from Cantabrica to new business.

with the limousines.'

The 25ft limousines seat five or six passengers, have TV, video, cocktail cabinets and air conditioning.

## Show date

**A**UTOTECH 89 – the international bus, truck and car product and manufacturing technology exhibition – takes place at Birmingham's NEC from November 14-17.

Entrance to the exhibition and car parking are both free. For further details, telephone 021 780 4171.

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## NEWS

### Derby looks to small operator

**N**EWLY privatised Derby City Transport will be looking to the independent sector for ways of operating its business in future.

Speaking to *Coachmart* on Monday this week, the day that a 75 percent employee/25 percent Luton and District Bus Company consortium bought the company from Derby City Council, new managing director Bob Hind said: 'No doubt we've got a lot to learn from private operators.'

And one of the first moves made by the company, following the rumoured £3 million-plus purchase, has been to increase the productivity of its fleet by providing 18 percent more off-peak services and by lengthening its drivers' working day.

Hind said that, because Derby City Transport operated most of Derbyshire County Council's schools contracts in the city, it had a large peak-only vehicle requirement. From September 3, those vehicles will be operated on increased off-peak services at marginal extra cost.

He said the company wants to continue to operate schools services, but in future it is likely to have to follow private sector practice and use fully written down vehicles for this work.

Luton and District, by coincidence, has a dedicated fleet of 12-year-old Bristol VR double-deckers painted in a special livery and allocated exclusively to schools work.

It could have the beginnings of such a fleet as it is retaining some of its oldest Fleetline double-deckers which are being taken out of service following the acquisition of 19 minibuses from Midland Fox and Bristol City Line. The minibuses, Optare City Pacers and Ford Transits, are being used to combat competition on new routes started this month by Midland Red North.

Hind said Derby City Transport's aim is to provide standards which match or exceed those of the undertaking before privatisation and said boldly: 'There will be no need for competition. The public won't need to look to anyone else for a good bus service in Derby.'



**Bob Hind (right) takes over the company from Cllr Nick Brown, leader of Derby City Council.**

He added: 'We have not got an aggressive policy for expansion, but we shall take the necessary steps to compete in the city.'

The company's fleet of nine coaches may be increased in future, but Hind said:

'I want to see an expansion of our holiday business, but we will take a long term look in the autumn.'

He said there is relatively little coaching competition in Derby, but added: 'The coach fleet must stand on its own and not be supported by the buses.'

### Dump opens

**A**CHEMICAL toilet dump has been introduced at Lydden on the A2/M2, providing a much-needed facility for continental coach drivers.

It is the only such commercial dump in the south east and will be run by Husk UK Ltd.

Husk MD Malcolm Burkett said: 'Having seen the practical problems facing coach operators, the toilet dump facility is an appropriate addition to the range of services provided at Lydden.'

Emptying costs just 75p. The fine for illegal dumping of a chemical toilet is £2,000 plus a £50 per day supplement if the offending mess is not cleared up.

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**Leyland Tiger 250** Cummins Automatic with Plaxton Paramount 3500 3 star coachwork and double glazing.

**Leyland Tiger 290** Cummins ZF manual chassis with Plaxton Paramount 3500 3 star coachwork and double glazing.

**Leyland Tiger 290** Cummins manual with Plaxton Paramount 3500 4 star coachwork.

**Leyland Tiger 250** Cummins manual with Plaxton Paramount 3500 3 star coachwork and double glazing.

**Leyland Tiger 290** Cummins automatic with Plaxton Paramount 3500 4 star coachwork.

**Leyland Tiger 290** Cummins manual with Plaxton Paramount 3200 2 star coachwork.

**Leyland Tiger 290** Cummins automatic with Plaxton Paramount 3500 3 star coachwork and double glazing.

**Leyland Tiger 250** Cummins automatic with Plaxton Paramount 3200 1 star coachwork.

**Leyland Tiger 250** Cummins automatic with Plaxton Paramount 3200 2 star coachwork.

## Volvo Coaches

**Volvo B10M GL** Plaxton Paramount 3500 3 star with either rear or centre continental door and double glazing.

**Volvo B10M GL** Plaxton Paramount 3500 2 star with centre continental door, double glazing and crew seats.

**Volvo B10M GL** Plaxton Paramount 3200 2 star with pannier lockers.

**Volvo B10M GL** Ikarus 336 53 reclining seats, pannier lockers, double glazing crew seat.

**Volvo B10M GL** Ikarus 358 with centre demountable toilet, pannier lockers, full double glazing, reclining seats and crew seat.

**Volvo B10M GL** Plaxton Paramount 3200 1 star coachwork, including pannier lockers.

**Volvo B10M GL** Plaxton Paramount 3500 4 star with centre demountable toilet.

## Service Buses

**Leyland Lynx** service bus with Cummins engine – 51 seats & 21 standees.

**Leyland Olympian** with Alexander double deck bodywork – 79 bus seats.

## Mini Buses

**Leyland Swift Reeve Burgess** 37 seat Harrier coach.

**Mercedes 811D Reeve Burgess** 33 seat beaver bus or coach. Also 25 seat Beaver coach.

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## Citycoach expands

**T**HE executive hire market has proved a runaway success for Plymouth Citybus. In just three years, the company has built up a fleet up 13 coaches - and this Leyland Tiger 290 supplied by Kirkbys of Sheffield, is the latest. It has Plaxton Paramount 3500 bodywork and includes a sunken toilet, Cummins 10 litre

engine, anti lock brakes and ferry lift. Engineering director Chris Webster told Coachmart: 'We have been expanding very rapidly in the executive hire market. We have vehicles going as far away as Norway, Spain and Italy and we could do more business if we had more vehicles. We will be looking to buy more next year.'

## Changes at the top

**M**AJOR changes have been made in the senior management structure of London and Country.

The new financial director is Bob Hodgetts (35), who joined Midland Red North as company secretary in 1985 and later became its financial director.

John Piper (46) is now engineering director. Ian Holdsworth is new traffic manager.

Steve Salmon has joined the company as operations manager and Barry King has been appointed commercial manager west, while Kevin Hawkins is redesignated commercial manager east.

The new appointments follow the resignation of Bob Tippet, who has left for personal reasons, the departure of operations manager Colin Opher and development officer Colin Farrant to London General, and the appointment of traffic manager Nigel Gray as managing director of newly-formed Speedlink Airport Services Ltd.

## Fowlers

**I**N our story headlined 'Fowlers step in' (Coachmart August 10), the quotation from

Andrew Fowler referring to 'around 900 to 1,000 passengers a day' was the total passenger demand for the 501 service. We are informed that Fowler's market share is about 50 per cent of this figure.

Additionally, Fowler's fleet was augmented with three Bristol VRs, not Alexander-bodied Leyland Atlanteans.

## Swallow retires

**A**FTER nearly 40 years in the public transport industry, Ken Swallow is retiring as Merseytravel's director general.

He has held the post for three years in a period of unparalleled upheaval in the industry. He steered Merseytravel through deregulation in 1986, when its bus services were taken out of public control.

Since then, Merseyside has established a higher profile in other public transport roles - the Mersey Tunnels, Mersey Ferries and Merseyrail - as well as developing its successful ticketing and information functions.

Swallow retires in October, when other changes taking place are designed to keep the organisation on course through further Government legislation.

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# LEASING - IT'S AN OPTION WORTH CONSIDERING

**P**RICES of new coaches, as most operators realise, are rising far faster than the rates being charged to customers. Coaches which cost £70,000 two years ago could cost as much as £125,000 four years from now.

That rate of inflation - close to 80 percent - cannot be ignored and may well drive operators out of business. The prospect of it is making many turn to other sources of funding for their vehicles and consider forms of leasing and contract hire as well as hire purchase as an alternative to outright purchase.

Those alternatives cannot be a substitute for other business actions like effective debt control, business planning and profitable pricing policies. Indeed, some argue that too many operators take on leasing commitments as a last resort when their business is already in deeper trouble and in need of more fundamental treatment.

Certainly, the image of leasing has been done no favours by recent company failures in the industry, but these options are worth considering by any business which is already running its affairs professionally. It is a well accepted form of financing in the aircraft industry and one of the leading aircraft lessors, Guinness Peat Aviation, is reckoned to be worth more than British Airways.

But be warned that, if you do intensive work like southern European shuttle services, the finance companies may not be willing to bear the risk of funding a vehicle which could be worn out by the end of the leasing agreement.

For anyone new to these forms of financing, the terms used can be daunting. Put simply, no leasing agreement allows ownership of the vehicle to pass direct from the finance company to the operator, but all give the operator the full benefit of using the vehicle. With finance leases, the operator pays the finance company in full

***With the price of new coaches rocketing, more and more companies are opting for a leasing arrangement. But is it best for your company? Editor Alan Millar looks at the options available in Britain today.***



**Glynn McKenzie (right) at the handover by Roadlease of National Expressliners coaches to Paramount Leisure.**

for a vehicle; with operating leases, the finance company buys the vehicle back from the operator at the end of the agreement.

Finance leases must be capitalised and shown on the company's balance sheet. There is no requirement to do this with operating leases, but they should be shown as a note in the accounts as an obligation to pay rentals.

What is termed lease purchase is not leasing at all, but a form of low or no deposit hire purchase, with title to the asset passing to the operator at the end of the agreement. Vehicles acquired on these agreements are shown as assets on the balance sheet and add to the operator's borrowing power.

Contract maintenance adds fixed cost motoring to the package, with the operator paying a set sum per month to have the vehicle maintained according to a pre-arranged programme.

## ***Where can you get finance?***

Apart from banks and national finance companies, most coach and bus dealers can offer ranges of finance packages. Some have formal links with particular finance companies, others shop around to find operators the best deal they can.

The largest specialist company in the market is **Roadlease Coach and Bus,**



part of the Plaxton group and operating from the Kirkby site at Anston, but operating an all-makes finance and leasing service with a fleet of around

500 vehicles. Its customers range from London Buses down to some small private sector operators and the range of financial products on offer covers HP, lease purchase, leasing and rental agreements and contract maintenance.

Vehicles can either be sourced by Roadlease or by the operator which can negotiate its own terms of supply and leave Roadlease to draw up a final package. Director Glynn McKenzie says his company's bulk buying power enables Roadlease to obtain better terms for finance and vehicles and says its knowledge of residual values helps reduce repayment charges.

It offers packages of one to 12-year repayment periods, with the longer periods being of greatest interest to bus operators used to writing down vehicles over 15 years. McKenzie expects to see considerable growth in business for new buses, but little growth in financing used vehicles. 'Declining numbers of operators are buying used coaches.'

Roadlease offers contract maintenance for fleets of 10 or more vehicles. Below that, McKenzie says it becomes less attractive because the cost of rectifying a major fault has to be spread over too few vehicles. For smaller operators, contract maintenance is undertaken either by a service dealer or a larger operator, but for larger fleets one attraction is that the operator is paid by Roadlease for maintaining its own vehicles.

Roadlease sets a contract maintenance rate per mile once it has taken account of the type of vehicle, its expected mileage, work done, terrain, environment and charge-out rates for the authorised repairer. If the operator maintains its own vehicles according to the agreed programme, then Roadlease will pay it at an hourly rate.

McKenzie says Roadlease takes a series of factors into



# ARLINGTON

## VOLVO

**1988 B10M Plaxton Paramount 3500\*\***, 49 recliners, centre sunken toilet and continental door, crew seat, double glazed tinted side windows, grey soft trim interior, choice of two. **£85,000**  
**1987 B10M Plaxton 3500 4 star**, 49 recliners, Sutrak aircon, centre continental door and demountable toilet, Telma, MoT 4/90. **£93,500**  
**1987 B10M Plaxton 3200 2 star**, 53 recliners, Webasto, Telma, Exterior cream/red, MoT 4/90. **£73,500**  
**1986 B10M Plaxton Paramount 3500\*\*\*\***, fully automatic gearbox and integral retarder, 49 reclining seats, brown interior, cream/red exterior, MoT 3/90. **£77,000**  
**1983 B10M Plaxton Viewmaster GT**, 49 recliners, rear sunken toilet and continental door, driver's bunk, fawn/orange moquette. **£44,500**  
**1983 B10M Duple Caribbean**, 48 recliners, rear sunken toilet and continental door, underfloor lockers, MoT 4/90. **£48,500**  
**1985 B10M Jonkheere Jubilee P50**, 53 recliners, crew seat, power door, armrests, radio/tape, alloy wheels. **£65,800**  
**1984 B10M Plaxton Paramount 3200 Express**, 11 metre, 53 seats, side locker, radio/pa, exterior white, MoT. **£50,500**

## LEYLAND

**1988 Tiger Cummins 290 Duple 340L**, 55 seats, rear continental door, skidcheck, Telma retarder, power door, underfloor lockers, fog lamps, radio/pa, grey soft trim interior, exterior red/gold, MoT 4/90 **£69,500**

## USED COACHES

**1985 (C) Royal Tiger Doyen 260**, 49 recliners plus crew seat, centre continental door and sunken toilet, auto lube, Telma power shift, MoT 10/89. **£55,000**  
**1984 Royal Tiger 245 ZF 6 speed gearbox, Plaxton Paramount 3500**, 49/53 seats, demountable table, toilet, radio/pa system, power door, brown stripe moquette, exterior white. **£53,750**  
**1982 Tiger 218 ZF Plaxton Supreme IV**, 50 recliners, power door, side lockers, exterior white/blue, MoT 1/90. **£35,000**  
**1982 (Y) Tiger 210 CW coachwork**, 53 seats in autumn trim, power express doors, pneumocyclic gearbox, choice of two, MoT 1/90. **£23,650**  
**1979 Leopard Duple Dominant II**, 50 recliners, power door, side lockers, radio/pa, Telma, exterior cream, MoT 12/89. **£19,000**

## BEDFORD

**1986 YMP/S Plaxton 3200**, 30 recliners, toilet, water boiler, TV/video unit, side locker, power door, exterior silver/blue. **£47,000**  
**1983 (October) YNT Duple Laser II**, 53 seats, power door, radio/pa, side lockers, heater windscreen, driver's locker, choice of red and brown moquette, one owner from new, five available. **£34,500**  
**1983 (A) PJK Plaxton Supreme**, 29 seats, power door, side locker, radio/pa, red moquette, exterior white, new MoT. **£25,500**

**1981 YMT Plaxton Supreme II Express**, 53 seats, side lockers, tinted windows, exterior white/blue, MoT 12/89. **£16,000**  
**1979 YMT Duple Dominant II**, 53 seats, power door, side lockers, radio/pa. Choice of 3. **£11,500**

## FORD

**1982 (Y) R1114 Duple Dominant II**, 53 seater, brown moquette, usual extras, MoT 8/89. **£17,500**  
**1980 (W) R1114 Plaxton Supreme IV Express**, 53 seats, side lockers, radio/pa, Telma, exterior yellow/white/black, MoT 9/89. **£14,500**

## DAF

**1985 SB 2300 Berkhof**, 49 reclining seats, Webasto heating, toilet, Telma, radio/pa, cassette, continental door, power door, blue interior, white exterior, choice of two. **£46,500**  
**1983 DKVL, LAG Galaxy**, 53 reclining seats, crew seat, radio/pa, cassette. **£39,500**  
**1983 SB2300 Plaxton Paramount 3200**, 47 recliners, double glazed, centre continental door and sunken toilet, radio/pa, power door, curtains, shades drinks dispenser, 2 TV screens and wired for video, exterior grey/blue. **£48,500**

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**1982 Bedford YMT Duple Dominant Bus**, 63 seats (3+2 seating), Treadmaster gangway, cab door, exterior red/cream/black. **POA**

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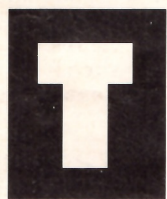
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**RoyScot**

**YEATES**

account before agreeing to lend to operators. 'We look at the balance sheet, at the type of vehicle and its future residual value, at the operation proposed for the vehicle and at likely future competition for the operator. And we look at the principals of the business to gauge their feel for the business. We want people with a longer term commitment to the business.'

He contrasts Roadlease's ability to understand the bus and coach industry with some financial institutions which might confine their underwriting to scrutiny of the balance sheet.

## RoyScot YEATES

**RoyScot Yeates Ltd** is a joint venture between WS Yeates PLC and RoyScot Trust PLC, a subsidiary of the Royal Bank of Scotland, which offers tailor-made operating leases on new coaches supplied from Yeates' dealership in Loughborough. It also has access, through the RoyScot network, to a full range of finance lease, hire purchase and lease purchase agreements. Contract maintenance is not offered, largely because of its lesser attraction to smaller operators, but contracts manager Alan Middleton says it would offer it if requested.

Because the operating lease works on the basis of the dealer guaranteeing the finance company that a coach will reach a residual value at any given period, RoyScot Yeates sets a 70,000 mile annual limit and demands that it should have good bodywork, intact glasses, a minimum of 50 percent tyre wear remaining and a minimum of six months' unexpired ticket.

'We also insist that it is maintained in accordance with the manufacturer's recommended procedures,' says Middleton.

The company reserves the right to inspect the vehicle at any reasonable time during the lease period if required.

Middleton says operating leases offer benefits to larger and smaller operators. 'For the smaller operator struggling to establish itself, it offers a new vehicle at minimal cost. And for the large, successful operator it offers a way of deferring tax

while still increasing fleet size, thus improving cash flow.' RoyScot Yeates assesses whether individual transactions are commercially acceptable, traditionally by looking at the history of the Operator and as to the perceived benefits the New Vehicle will bring to his operation.

There is a misconception particularly amongst the newly formed business's that a leasing package is the most suitable form of funding, mainly because they call for lower initial deposits.

A typical operating lease from RoyScot Yeates will run from three to five years, with three months' advance rental followed by straight monthly payments. Seasonal schemes, with heavier repayments in summer, can be arranged to meet operators' cash flow requirements. Leases of up to seven years have been considered for Mercedes-Benz O.303 coaches sold by Yeates, but Middleton says longer leasing agreements are really only practical for coaches which are subject to fewer design changes.

Middleton maintains that with the given cash flow advantages of an operational lease, this should enable the operator to increase his profitability and not to undertake additional work with reduced rates.

As a Cowie motor group

## Hughes DAF

subsidiary, **Hughes DAF** is much more heavily committed to the contract and spot hire markets than most in the PSV market and places much more emphasis than its competitors on use, rather than ownership of coaches and buses.

Cowie is one of the country's leading car and truck contract service, but – as the DAF Bus dealer for the UK – it concentrates on DAFs.

Sales director Bob McLeod says the company will offer anything from one-day rental through to five-year leases and straight hire purchase. Seven-year leases are a possibility for the bus market in future, but he is less sure about longer leases

for coaches. 'There is a definite trend towards leasing because of the tax advantages. It enables operators to have use of the vehicles without the capital burden of ownership.'

Hughes DAF will also help release working capital into a coach business by refunding the collateral in existing vehicles. 'For instance, a coach could be on the company's books at £5,000,' says McLeod, 'and we, rather than a bank, could take the risk on a higher value of the vehicle.'

McLeod says Hughes does not want to provide rental vehicles for motorway shuttle work. 'We've been building relationships with customers and want to progress steadily, rather than blast into it. The wear and tear would be extensive. Even if the vehicle could stand it, the repair and maintenance costs would be high.'

He says Hughes is prepared to take risks with 'the right sort of people'. 'You have to choose your runners,' he says.

**Arlington** has a joint association with Lombard North Central and operates Bus Plan and Coach Plan financing arrangements by which Lombard represents Arlington on the operator's premises.

According to Arlington sales director Roger Phillips, a full range of financial packages can be provided, with lease purchase, finance and operating leases with or without maintenance and with terms of up to 10 years.

Coach leases rarely exceed five years and then only by a few hire companies and this expertise is rubbing off at Hughes. It can offer all-makes months because a vehicle is needed to complete a season.

Phillips says the industry is moving towards operating leases. 'That gives them fixed costs, but I don't believe it will displace hire purchase, even for the coach operator. But bus operators are different and more and more will go to finance.'

**Stuart Johnson**, the main Scania dealer, does not have any formal links with a single finance company at present, but sales and marketing director Malcolm Appleyard says it can shop around to obtain finance for operators. A change could come in the future, particularly to meet bus operators' needs. 'We are looking at that

situation,' he says.

**The Moseley Group** provides financial services through United Coach Leasing, its in-house finance company.

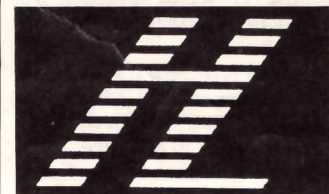
**First Finance**, an independent broker based in Bristol, already has over two dozen major bus and coach operators on its books and is able to arrange financial packages for transactions of £200,000 or more.

While much of its business has been for larger quantities of vehicles, director Ian Fielder says it can handle finance, for example, on the purchase of a £175,000 double-deck coach. 'We tend not to be involved with five-year-old secondhand coaches worth £60,000.'

For larger customers, First Finance says it can offer deals running for up to 12 years and with annual rentals in arrears. 'For operators with a strong balance sheet, we can get funds in the market at two to three percent below interest rates. We go to the market with around 300 financial institutions from whom we can obtain funds. We wear nobody's hat,' says Fielder.

## The newcomers

A new force making itself felt increasingly in the market is the independent leasing specialist, offering a narrower range of products and in some cases apparently prepared to bear risks which others prefer to avoid. The two major players in this sector have come into the coach industry from other industrial sectors, **Havelat Leasing** from the aircraft business, **Hi-Tech Leasing** from the printing industry.



Havelat's practice mirrors aviation as it generally buys its own fleet of coaches which it then provides to operators on operating leases. It already has nearly 300 coaches and around 100 buses on its books and has just committed itself to buying 50 Volvo B10Ms for delivery between September and June next year; 40 will be bodied by Jonckheere. These larger orders, it says, mean it can pass on its quantity discounts in the

form of lower rental payments.

It buys mainly quality vehicles – Volvos, DAFs and Setras, but also has LAGs and Duple 425s bought over the past five years. Jonckheere and Van Hool bodies predominate. Chairman and MD Robert Maughan says: 'We get greater life expectancy out of heavyweight coaches and can look to getting two to three leaseings out of our vehicles.'

Main products on offer are the B10M GL MkIII with ZF gearbox and Jonckheere Deauville 51-seat body equipped with a demountable centre toilet, the DAF SB2305 with a similar Deauville body but with a rear toilet, and the Setra S215HD either to International or Optimal standard.

The deal earlier this year to supply Tellings Golden Miller with Van Hool-bodied B10Ms – bought from Arlington – shows that Havelet is prepared to go some way to meet operators' needs and that it is not averse to trading with dealers. But Maughan explains: 'We look at what a customer wants. There are certain products we would not buy. We look for quality.'

Unlike most of its competitors, Havelet is now offering seven year operating leases which give the operator the opportunity of cancelling the agreement, at six months' notice, at any point after the coach is two years old. The idea of that is to allow the operator to replace with newer coaches, perhaps to meet a tour operator's requirement for vehicles of up to three years old, without burdening the operator with the need to worry about the coach's resale value.

But, of course, it does mean that the replacement vehicle will be on a new agreement at a new price.

Typical terms for a seven year lease are between £1,550 and £1,750 per month, with three months' rental in advance, but there are schemes which offer lower winter repayments in return for higher summer rentals.

Maughan says the coach industry is showing increasing interest in operating leases as price increases stop it from being able to fund itself from cashflow, and says there are two major advantages of its leases. 'We take away operators' fears of depreciation and their concern about having to market the vehicles when they are being disposed of.'



**Havelet supplied four Jonckheere Jubilee-bodied Volvos to Eurocoach earlier this year.**

He says Havelet is normally looking to seven to eight year lives for coaches in its fleet, with Setras perhaps being kept for 10, but it is also prepared in future to borrow from aviation practice by refurbishing older coaches for further service.

'We might be able to offer a lower rental if, for example, we rebodied a Volvo at seven years to get another four to five years' life. That would be a cheaper alternative to new and would perhaps be acceptable to tour operators who have regard to age. It certainly is traditional in aviation to refurbish the interior of aircraft.'

Despite its rapid growth in the coach market over the past seven years and its association with operators which are growing, Maughan claims that Havelet has a very small bad debt problem. He says this is partly because it keeps in regular contact with its customers, but also with its vetting policies. 'We refuse to feed bad operators with good vehicles because we have a responsibility to our other operators.'

In assessing the risk of supplying vehicles to any operator, Havelet says it has to satisfy itself that the operator is able to maintain and service a vehicle to a respectable standard.

For future growth, Havelet wants to build up its relationships with bus operators. Leicester Citybus and National Welsh are among existing lessors of full-size buses and it also leases Optare and Carlyle minibuses. 'We are very interested in single-deck and double-deck buses, like the Leyland Lynx and Olympian and are negotiating actively with privatised and unprivatised operators,' says Maughan.

It wants to add a range of Carlyle minibuses, based on Sherpas and Iveco Dailybuses,

to operators prepared to lease 50 or more vehicles at a time. 'We want to use Carlyle because it is a British manufacturer,' says Maughan.

**Hi-Tech** also has bus market ambitions and believes that



increasing urban congestion will make buses more and more popular. It also is interested in adding contract maintenance in future.

But, as sales manager Michael Jacobsen told us, the coach market – 18 months after it diversified into it – will be the core of its transport business.

Over the past 18 months, it has provided operators with between 30 and 40 coaches on finance leases and lease purchase agreements, the latter having the advantages of no deposit and of the operator being able to gain title to the coaches at the end of the agreement.

Indeed, it was the high residual values of coaches which attracted Hi-Tech into coaching from the printing industry, where it was funding similarly high priced equipment. 'The finance company can look for security in the assets it is funding,' he says. 'The more security there is in the asset, the more flexible we can be with tailoring the lease.'

'We went into the bus and coach business because we knew that certain vehicles offered high resale values.'

The Hi-Tech packages are geared primarily for the smaller operator, but the customer base extends from some very old, established companies which need to update their fleets to

young companies expanding from one or two coaches or one-man businesses which want to invest in higher quality coaches.

Like its competitors, it applies controls to try to reduce the risk of failure and Jacobsen says that, so far, only one coach has been repossessed by Hi-Tech.

'What we look for from operators is a very comprehensive business plan which includes cashflow projections, a resume of its past career and how it envisages the future taking shape. It is a checklist of things rather than just the balance sheet,' says Jacobsen.

Hi-Tech does turn down potential lessees. Says Jacobsen: 'It comes down to fact. Our risk is lending £100,000 to someone not in a position to pay it back. The operator's risk is taking on a £110,000 debt and finding it is in severe difficulties. We can tell him to buy something cheaper.'

That means that some business will be turned away because Hi-Tech does not want to become involved with secondhand coaches which could be expensive to maintain and because it applies a minimum transaction level of around £50,000.

Typical agreements run for five years, apply to new rather than expensive-to-maintain secondhand coaches and cover coaches which are sourced by the operator rather than by Hi-Tech.

## What should you do?

The first answer is that you should talk to your accountant and see which solution best meets your own needs.

There is no universal solution which, because it suits one firm's needs, will automatically bring salvation to your company.

But, as a general rule of thumb, you will get what you pay for. If an operating lease will release the capital you need to help you develop your business and, most crucially, your business planning and strategy is otherwise sound, then it could be an answer. But, as with expenditure on anything for your business, it will not solve anything if you do not plan to bring in the sort of return which will assure you of longer term survival.

# I'm gobsmacked!

**T**HREE times in three days I heard a word which I had never come across before: gob-smacked. It is an ugly word, very much in the modern idiom; yet it does have the merit of being literally onomatopaeic.

You certainly don't need a dictionary to grasp exactly what it means.

As the Department of Transport oversees road, rail, air and sea transport, I presume I may be right in assuming that they do have some control over Britain's coastguards – at least when these chaps are in traffic control mode. (I rather suspect that their primary work is for Customs & Excise which, presumably, is a Treasury department).

I was gob-smacked that there has been no public rebuff from the Department of Transport regarding the advice given by coastguards to the Captains of ships to run down Channel swimmers rather than risk an accident by altering course.

Coastguard Peter Legg is reported as saying: 'If avoiding a swimmer hazards the ship, crew, passengers and cargo and causes further aggravation in the way of pollution there is only one thing a captain can do and that's go over him'.

A more senior Coastguard, regional controller Lieutenant-Commander James Neill, likened channel swimmers to persons crossing a motorway (totally ignoring the fact that the seas are free to all but the motorways prohibited to pedestrians) and said that when

## Coastguards make waves over Channel swimmers

By Ruth Gledhill



Coastguards yesterday advised ships' captains to run down Channel swimmers rather than alter course and risk an accident in the world's busiest waterway. The advice was issued as 13 people prepared to make the 21½-mile crossing from Dover to France today and tomorrow. The swimmers were described as a danger to themselves and shipping.

clear. People who would not dream of walking across the M4 in the rush hour put ships, crew and the environment at risk.

On one occasion a Saudi prince organised a race of 12 swimmers. A BP tanker captain saw them ahead of him.

**Leading article**.....13 called us up and asked what he was supposed to do. Our advice to him was, 'press on'.

Coastguard Peter Legg, senior watch officer at Dover, said: 'Frankly we don't want them. If avoiding a swimmer hazards the ship, crew, passengers, and cargo and causes further aggravation in the way of pollution there is only one thing a captain can do and that's go over them. We deserve ourselves to say this.

so it's difficult for us to say this. But while we might lose one life we could save many more.'

Captain Antony Butcher, a deep sea pilot and member of the Nautical Institute, called for restrictions on Channel swimming but said running down swimmers was not the answer.

'Many of the ships that come up and down our Channel are crewed by people from the Third World who just do not understand the concept of Channel swimmers.'

'When they see a small boat guarding a swimmer in front of them, they are flummoxed. It is fortunate there has not been a serious accident so far.'

One swimmer yesterday insisted on his right to attempt the crossing. Mr Leo Callone, aged 44, a former

## Flashback to the story in The Times of August 8th

asked for advice from a tanker Captain who saw 12 swimmers in the sea in front of his ship, 'Our advice was to press on.'

Are the Department condoning this 'I'm bigger than you, so I can run you over' attitude? If so, is there any reason why it should not apply to road vehicles too? Will it be a defence to running over a blind man who is crossing a busy dual carriageway that to have attempted to avoid him might have caused an accident?

If a toddler slips away from its mother and on to a road can it be run over simply because to brake sharply might cause a nose-to-tail shunt? Is the double decker mightier than the cyclist, to the extent that the former can reduce the latter to pulp when he executes a right turn without giving a signal?

It is obviously gob-smackingly stupid to suggest such things, and yet there is an obscenely nasty bit of logic behind it – the fact that avoiding certain death for an individual could, just could in some circumstances, risk causing the death or injury of several others.

In many years of driving I cannot remember ever having to make such a decision and, if I had, natural instinct would make me attempt to avoid the child, the cyclist or the blind man, even though doing so might cause a chain reaction alternative accident.

But already, I have to confess, contemporary driving has hardened me to the extent that I would not make the effort to avoid, say, a dog, if the traffic was so heavy that I felt that to do so might risk an accident.

I therefore wonder whether the silence of the Department of Transport to the seemingly callous lack of concern over the immediate human life at risk in the coastguards' attitude might be the thin end of a very long and nasty wedge which does expect those at the controls of any form of transport to balance the degree of risk in these sort of circumstances.

If it is, then the joy has certainly gone out of driving and I, for one, would look forward to the day when I no longer had to take the wheel of any sort of road vehicle.



## Police join the guides

**T**O return yet again to the proposed new regulation governing the use of microphones, I may have been a little unfair in my comments last week if they implied that it was only the vested interest groups representing guides and couriers who had persuaded the Department of Transport that coach drivers should, to all intents and purposes, never use any sort of microphone while a vehicle is in motion.

That is not strictly so, for there has been another powerful anti-commentary lobby at work – The Association of Chief Police Officers.

I have not been able to find out how many police cars there are, and even less what their annual mileage would be. My guess is that counting either vehicles or mileage, the police operation is far smaller than the coach and bus industry. Yet hardly a week seems to go by without report of a person, often an innocent pedestrian, being killed by police vehicles.

There is little doubt that, expressed on a deaths per vehicle or deaths per mile basis, the police are responsible for more road fatalities than the PSV industry.

Can they, therefore, be credible critics of our performance?

If you have not already written to Cecil Parkinson on this subject you might care to allude to the published statistics for 1987 which show that there were 28 deaths, excluding the Metropolitan area, caused by police vehicles.

There has never to the best of my knowledge, in the entire history of motorised coaching, been a single death caused by a driver using a microphone, even a hand held variety.

## Souter is flying high

**D**EPENDING on your age and interests, 'The Flying Scotsman' may be an evocative few words. But for employees of the Stagecoach empire they now have a different meaning.

Brian Souter already has a reputation for popping up in unlikely places – now it also includes dropping in. For he has acquired a two seater Cessna light aircraft in order to maintain contact with his scattered empire.

I am reliably informed that this flying machine came into

Stagecoach ownership in exchange for half a dozen used Leyland Nationals. One wonders how many Green Shield buses one has to collect to get an Executive Jet!

Almost inevitably the largest UK operator of buses was not lacking in resource when it came to producing the requisite holder of a pilot's licence. It was found that they had a Scottish bus driver who was suitably qualified. He now has some flying rest days.

When Normal Fowler was

Transport Minister, and before the financial collapse of Laker, he was calling out for the emergence of a 'Laker of the Roadways'. One wonders if the wheel has already gone full circle.

Has National Express insisted on an anti-competition clause from the sky in their recent takeover of the Stagecoach express operation? There must be enough used Leyland Nationals in the group to launch a competitive airborne express service.

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Gibsons bought this MAN powered Van Hool Alicron new in 1984. It was their first venture into the executive spec market.

## CANNY SCOTS KEEP IT IN THE FAMILY

**S**EVENTY years ago, in the small Scottish town of Moffat, James Gibson bought himself a new Reo.

Every market day, he would load up with villagers and set off, complete with live chickens, lambs and sheep. And if business was poor at the local market, James and his passengers would simply clamber aboard again and head for another town!

It's a far cry from the successful James Gibson and Son of 1989, which has just bought a brand new Volvo B10M with Ikarus bodywork. But that success is founded upon those weekly runs so many years ago.

The trips were to Dumfries from Johnstone Bridge, and in fact this service is still worked on Wednesdays, with one run in

***Family tradition counts for a whole lot at Gibsons of Moffat. From early days, this canny company has been run by members of the Gibson family – and there's no reason to believe that will not continue well into the future. Adrian Thomas looks back on seventy successful years.***

each direction serving four villages on route. Today however only passengers fill the seats and the fares are collected by the driver, not Grandmother Gibson, who used to issue tickets and keep an eye on the livestock in the early days.

The route also terminates at Dumfries nowadays. The facility to venture further afield for better markets no longer exists!

Following the success of his

first foray into stage carriage work James Gibson started a daily service from Moffat to Dumfries in 1923. Proving popular with the inhabitants of the six towns and villages served, this service is still operated with six departures from Moffat and five from Dumfries each day. The last vehicle leaves Moffat at 5.45pm and terminates at the next stop five minutes later.

With the exception of late

night buses being discontinued and the cessation of Sunday working, the two services have changed very little over the years. Both routes are commercial registrations. Although there are no plans to expand their local service field Gibsons considers it important to retain its presence in this area of work, both because of the company's heritage and the service it is offering to the local inhabitants, which promotes good will.

Over the years Gibsons has remained loyal to the Bell Punch Ticket issuing system but change is on the horizon because the all important tickets can no longer be obtained. Having looked at all the alternatives the feeling is that Setright manual machines will be bought. The services do not

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# PROFILE



This old Albion was bought for use on the company's stage carriage service which still runs today from Moffat to Dumfries.

justify being equipped with computerised machines. Only single fares are charged with return tickets having been withdrawn some 20 years ago.

In the early days there was little demand for private hire but throughout the war years Gibsons vehicles were utilised conveying prisoners who were housed locally. By the 1940s the operational fleet consisted of Leyland's ex demonstration PD2, the first variant of this model to be built, a Leyland Tiger Cub with Alexander bodywork and two Albions with Scottish Aviation bodywork.

During the war Grandfather Gibson's three sons joined the business and by the cessation of hostilities James junior had taken over control. He was joined in 1964 by his son Jimmy who, on leaving school worked through a motor engineer's apprenticeship with a local garage. Jimmy had in fact helped his father with the maintenance and cleaning of buses since the age of 12.

During the late fifties and early sixties Gibsons entered the contract world, providing vehicles to convey workers to a local Uniroyal Rubber factory, children to school and people employed by the Forestry Commission to work. Following James' death in 1975 the company has been run by Jimmy, along with his mother Wilamena, who had not previously been that involved.

The fleet has gradually expanded to the 11 machines now owned. The oldest vehicle in daily service is a recently acquired 1976 Bedford PJK with 29 seat Plaxton bodywork. Other vehicles include a 1979 Volvo B58 with Plaxton Viewmaster bodywork fitted with 50 reclining seats, a 1979 Leyland Leopard with Plaxton

Supreme express bodywork, a 1980 12metre Leyland Leopard with Plaxton Supreme body, equipped with 53E type seats and a 57 seat Moseley Alpha Volvo B58. The solitary full size Bedford YMT has Unicar bodywork and the only Ford R114 carries Plaxton Supreme bodywork.

The front line fleet consists of a 1982 Volvo B10M with Van Hool Alizee body fitted with 53 recliners and bought new; a 1984 MAN powered Van Hool Alicron equipped with 49 seats, toilet and coffee machine; a 1984 Volvo B10M which carries Duple Caribbean bodywork fitted with 51 recliners bought second hand and the new Ikarus.

In the past vehicles have normally been retained for the whole of their working lives which was considered to be 15 years from new. However,

Jimmy did comment that the front line vehicles he is now buying will only be operated for eight to ten years as they cannot be down graded for service work. To cover this area second hand machines will be acquired.

In recent years a new garage has been erected in a most tranquil country situation, with rolling streams and woodland. The building with its two pits provides covered space for eight machines. Virtually all the maintenance including major overhauls is undertaken in house by the full time mechanic Ian Little whose father, now retired, drove Gibsons coaches for 49 years. When necessary drivers help with the maintenance and vehicles are only farmed out for mechanical work as a last resort.

All vehicles are checked over the pit each week with a full service being carried out every 3000 kilometres or every three weeks. Jimmy sees no value in tying up capital by retaining a large parts stock. Replacement parts can be obtained within a couple of hours and are therefore acquired as needed. Major overhauls are carried out as necessary, but the new breed of chassis entering the fleet rarely needs this level of work.

From choice Jimmy will stick with the Volvo chassis, basically because of their reliability and ease in obtaining spare parts. He did however comment that the Alicron is the most comfortable vehicle in the fleet from the passengers' point of view but the price prohibits

further acquisitions. On the bodywork side Jimmy considers Van Hool to be the Rolls-Royce of bodybuilders. He commented that British bodybuilders seem unable to obtain the same standard of finish achieved by continental builders.

Had Gibsons known about the DSB Dubrava this vehicle would have been given serious consideration when the Ikarus was bought and it will certainly be inspected in the future. Although Jimmy has looked at the Dennis Javelin he decided this marque would not suit Gibsons' fleet, mainly due to the positioning of the engine, which it was felt would cause access difficulties for the mechanic. He also saw a Javelin being push started in a coach park last summer and the driver commented that this had been a regular occurrence throughout the season.

Gibsons vehicles undertake a large amount of private hire with work emanating from near and far including Edinburgh, Glasgow, Tyneside, London, Germany and France. The mainstay in this field comes from the company's home area of Dumfries and Galloway and Northern Ireland with passengers being picked up at the Stranraer or Cairnryan ferry terminals. Repeat patronage from groups and organisations in the Moffat vicinity also regularly fills the coach seats.

Basically there is no form of people conveyance Gibsons won't do and it undertakes a lot of sports related work,



Gibsons' purpose-built garage deep in the heart of the Scottish countryside.

# PROFILE

particularly in the winter months. In 1968 Gibsons worked its first continental private hire trip carrying Celtic supporters to Milan for a European Cup final. Gibsons has never experienced any trouble or sustained damage to vehicles, which it puts down to the fact that it conveys Scottish supporters.

On the contract side, six school runs provide daily work for the same number of vehicles and drivers throughout term time, four in Strathclyde and two in Dumfries. The Forestry Commission still employs Gibsons coaches and the company undertakes a two journey per day works and school run on a local service basis with fares being collected from the adult passengers.

Day excursions are work throughout the year to such destinations as the English Lakes, Loch Lomond, the Scottish borders, Edinburgh, Glasgow and pre Christmas shopping trips to London. Last year Gibsons Coaches visited the National Garden Festival each day from April to September and planning is already afoot to convey people to the festival venue next year. Vehicles are also employed on excursions arranged by local organisations, sports clubs, senior citizens' groups and schools.

Gibsons is regularly involved with the Dumfries and Galloway College of Technology's link with the Franz Jurgan School in Germany and the educational links between Dumfries and Galloway and the Lot district of France.

The company only operates two of its own tours to the Dutch bulb fields and the Rhine Valley each autumn, but vehicles are regularly employed on tour contract work for David Aurquhet of East Kilbride, who organises holidays in the British Isles. Coaches have also been provided for other tour companies, but not on a regular basis. Gibsons will only get involved in this market if it has got surplus machines, mainly because it can gain better rates per mile by generating its own work.

When it comes to pricing for work Gibsons has a set charge which is calculated on all the overheads including vehicle depreciations, the cost of new machines and a profit margin. Although price cutting does go



**James and Margaret Gibson, who now look after the day-to-day running of the business.**

on in the company's operational area Gibsons will not get involved in this practice.

It does however experience organisers booking its coaches despite being able to obtain a cheaper quote in order to provide their parties with a higher standard of vehicle.

Margaret Gibson, Jimmy's sister, runs the office in Moffat and deals with all the pricing. It is company policy that only one person handles quotes for work, which in turn gives the prospective passenger the continuity of always talking to the same voice either on the phone or in person.

On the advertising front Gibsons firmly believes the best advert any operator can have is a clean tidy fleet. Jimmy is of the opinion that operators who have to advertise their company name each week basically have a badly run organisation.

If the vehicle is right and the drivers do their job properly

then passengers will re-book and there should be no need to continually advertise in the local press. Only specific tour and excursion destinations appear in the local Moffat newspapers.

Gibsons produce their own in-house leaflet, which Margaret types and then photocopies. The family do not see the need for a professionally printed glossy brochure as such a publication would only increase the costs being passed on to the passengers.

The family employ ten drivers with Jimmy regularly clambering behind the wheel each season. Although a company uniform is not provided it is part of a driver's employment contract that they must turn out smartly dressed. Margaret Gibson describes their staff as true company diplomats, who besides taking a pride in their vehicles are among the safest drivers on the road.

According to the local press

Gibson's drivers are famed for being friendly and helpful above and beyond the call of duty, acting as messengers or delivery men to help people out.

Although members of the BCC, the feeling is that Gibsons do not derive much in the way of benefit from membership. At the time of the Scottish Bus Group's Scotmap exercise, a local association in Dumfries and Galloway was set up but it has since flourished due to the lack of co-operation between member operators.

Gibsons is very much a family business with the owners being content to keep themselves to themselves. Jimmy commented that the coaching business is a great industry to be involved with, buses get into the blood and one is constantly visiting new places and meeting new people.

For the future the company will continue along their present lines expanding if and when the market requires it. The family certainly do not have any major expansion plans, such an exercise would necessitate the employment of traffic managers, which in turn, would put day-to-day management into the hands of people outside the family and this is something Jimmy and Margaret would not even consider.

It is important to them both that 70 years of family tradition continues and hopefully in time Jimmy's young son will follow in his father's, grandfathers and great grandfather's footsteps taking the helm of James Gibson and Son.



**Acquired secondhand, this Volvo B10M carries Duple Caribbean bodywork.**

# FLEET UPDATE

## Leyland G reg Special

ROSEMARY Coaches of Kings Lynn, Norfolk took delivery of this new Leyland Tiger 290 Cummins engined Plaxton Paramount 3500 three star vehicle at the beginning of August. Painted in customer livery, the vehicle features reclining seats, double glazing, carpet to gangway, curtains, crew seat and rear Continental door and steps.

It was supplied by Kirkby Coach and Bus.



## Cracking Crusader

▶ LATEST vehicle to enter service with Crusader Travel is this luxury mini coach built by PMT Engineering Limited.

Supplied with 29 high back coach seats upholstered in grey and green moquette, the side and ceiling panels are trimmed in a matching needlecord, this being set off by co-ordinated green curtains through the fully carpeted saloon.

Passenger comfort is further enhanced with the provision of toilet and washing facilities.

## Another new Volvo

▶ FW Stainton and Son of Kendal have just received a further new Volvo B10M GL Van Hool Alizee-H luxury coach, the specification of which includes centre sunken demountable toilet with continental door, 49/53 Labellux

reclining seats, double glazing, Webasto pre-heater, electric water boiler, Tempo 100 Certification, colour television and video equipment. It was supplied by the Moseley Group of Loughborough.



## Javelin makes five



▶ THIS Paramount 3200 was the fifth Dennis Javelin to be taken by Clarkes of Pailton, Rugby, in the past 12

months. It will be used mainly on their own private hire and excursion programme and was supplied by W S Yeates.

# FLEET UPDATE

## On the docks

MARTINS Bus and Coach Sales of Middlewich supplied four Leyland Nationals to P&O European Ferries, Dover, to run between the docks and rail station.



## Harrier bridges the gap

A REEVE Burgess Harrier midicoach has been added to the fleet of Castleways of Winchcombe, bridging the gap between the company's small coaches and its full-size vehicles.

Castleways is a old established operator running 12 coaches on a broad range of activities.

The new Harrier is a 37-seat coach with tinted glazing and hopper-type opening windows. It was supplied by Kirkby.

## Arvonias go for new DAFs

ARVONIA Holidays of Caernarfon have recently taken delivery of two new DAFs. Arvonias chose the DAF SB 2305 DHTD with Duple 320SL bodywork. Both vehicles are to be used on Arvonias's extensive tour programme, one vehicle being fitted with 51 reclining seats, toilet and servery and the other with 53 reclining seats and toilet.

Both vehicles supplied by Hughes DAF of Cleckheaton.



## COLD COACHES



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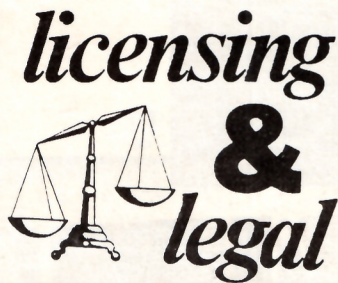
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# Parking ban breach: Blackburn goes free



**WEEKLY REPORT  
ON LAW  
AND THE  
COACH OPERATOR  
By Michael Jewell**

**B**lackburn Borough Transport Ltd have appeared at disciplinary proceedings before the North Western Traffic Commissioner, following breaches of a Traffic Regulation Condition which prohibits public service vehicles engaged on local services from standing on a number of roads in the town for longer than necessary to pick up and set down passengers.

The Commissioner, Mr Martin Albu, was considering taking action against the company's PSV operator's licence, including the imposition of a condition banning it from operating any or some local services. However, in the event, Mr Albu decided to take no action.

Department of Transport traffic examiner Mr William Kennedy said that as a result of a complaint received, a team of traffic examiners kept observation in the centre of Blackburn on May 19. In general, it seemed that all operators were keeping within the terms of the Traffic Regulation Condition. The problem was in Ainsworth Street, outside an office belonging to Blackburn Borough Transport. A number of infringements were noted in



Blackburn Borough Transport – escaped action after disciplinary hearing.

**There was nowhere else in the vicinity where drivers could park their buses if they wished to use the toilet or canteen**

the vicinity of that office. Mr Kennedy gave details of the alleged infringements noted between 0724 and 1049 hours. They involved buses waiting, often unattended without passengers on board, for periods of between two and 15 minutes.

He said one vehicle had prevented vehicles of other operators getting on to the bus stand in Ainsworth Street to drop off passengers, causing them to double park and block traffic. Another vehicle stopped outside the office and reversed, nearly knocking over a woman pedestrian. When the driver returned to that vehicle he had a sandwich in his hand.

When interviewed about the matter, the company's traffic and marketing director, a Mr Nicholson, had said that in the early part of the day the only

toilet facilities available to the company's crews were at the Ainsworth Street office. He agreed that drinks were also available for the staff there.

Questioned by Mr John Backhouse, for the company, Mr Kennedy agreed that the office adjoined a layby. He said that drivers were leaving their vehicles to go into the office. They were not picking up and setting down passengers.

Mr Backhouse said public toilets in the town centre did not open until 0900 hours, and drivers who wished to use them before that time had to use the ones at the Ainsworth Street office. Except in one case, Ainsworth Street was not a scheduled picking up point for any of the vehicles concerned.

Mr Kennedy said a second set of observations were carried out in Ainsworth Street and Penny

Street on July 14 and further infringements were observed. He gave details of vehicles being left in Ainsworth Street for periods varying between three and 16 minutes, and of two vehicles observed in Penny Street waiting for periods of five minutes.

In reply to Mr Backhouse, Mr Kennedy said there was nowhere else in the vicinity where drivers could park their buses if they wished to use the toilet and canteen facilities at Ainsworth Street. Other operators' vehicles were not breaching the Traffic Regulation Condition to anywhere near the same extent. He had only observed one other operator's vehicle waiting for a period of three minutes.

Mr Backhouse suggested that it was not unreasonable for a vehicle to take three minutes to get out of the flow of traffic, pick up and set down passengers, collect fares, and then re-enter the traffic flow.

Pressed by Mr Backhouse, Mr Kennedy said he would put the average time taken for such a manoeuvre during his observations at two minutes.

Mr Peter Iddon, the company's engineering director ►



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and nominated Certificate of Professional Competence holder, said that at the time the Traffic Regulation Condition was imposed public service vehicles were exempt from the parking restrictions in force in the neighbouring Brown Street. That meant there was alternative parking for drivers wishing to go into the Ainsworth Street office. That exemption was removed on July 1 and the company was currently negotiating with the authorities for some further exemption.

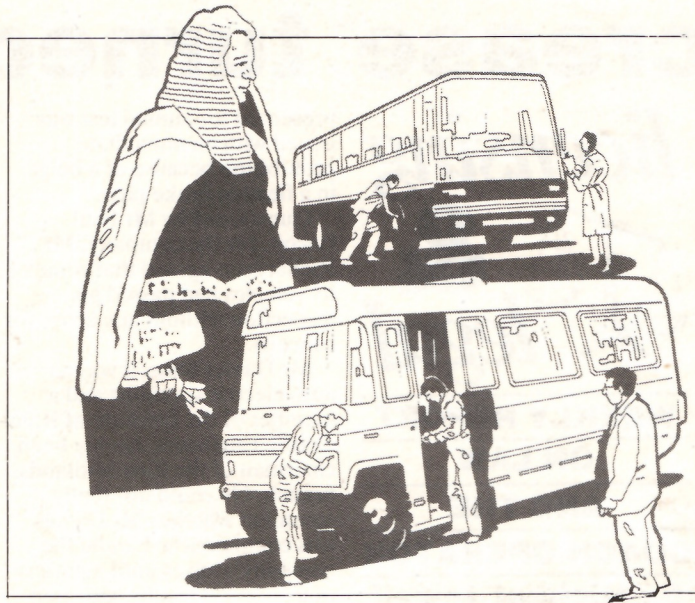
Ainsworth Street was where the duty inspector was based, and any driver who had a query over his service needed to go to Ainsworth Street. The nearest alternative parking was a third of a mile away in Bridge Street. It was essential for operational reasons that the crews had access to the Ainsworth Street office at all times.

When the Traffic Regulation Condition was imposed, it was explained to the drivers and their union representatives, and reminders had been issued from time to time. Initially, the company had reprimanded drivers who transgressed the Condition and that led to severe industrial relations problems. It was difficult to explain to drivers that they should not park up while they went to the toilet or had a cup of tea, when they were not obstructing anyone. Some of the vehicles observed had not been on service and in one instance the driver had been waiting for a relief driver.

A total of 358 journeys were scheduled along Ainsworth Street between 0700 and 1100 hours Mondays to Fridays. No complaints had been received by the company.

Mr Iddon said the company had been unaware of the July observations before the traffic examiner's evidence. Following the traffic examiner's visit to the company, the staff identified were sent a letter stating that any further breaches of the Condition would be regarded as gross misconduct under the company's disciplinary procedure.

They were individually warned that they would be putting their employment in jeopardy. The union had now changed its attitude and was supporting the company's stance. The company had since identified four drivers who had breached the Condition. One



## Parking ban breach: Blackburn goes free

had so far been dealt with, being given a final warning and awarded a three day suspension.

There was no doubt that in the main the Traffic Regulation Condition had eased the traffic congestion problems in Blackburn, said Mr Iddon. By and large, no one had been obstructed in the incidents recorded. Unless the company could get the alternative parking facility in Brown Street restored, it would be asking for a variation of the Traffic Regulation Condition. They had looked at the possibility of obtaining alternative office accommodation but, though they were still looking, none was available.

Mr Iddon said the company had stepped up the level of its enforcement of the Condition in the last month, with the full agreement and support of the trade union. It had been a long and laborious process of educating a large number of long serving staff.

The company employed 180 drivers and was the largest operator using Ainsworth Street. The inspector responsible for enforcing the Condition was unfit and hospitalised early in the year and had not returned to work until May.

In reply to Mr Albu, Mr Iddon said Brown Street had the

difficulty that it was only capable of accommodating three vehicles.

After Mr Albu had pointed out that the traffic examiner had visited the company in June, yet further breaches were observed on July 14, Mr Iddon said it had been the end of June. The company had to interview the drivers concerned and it had taken time to put the steps taken into action.

Questioned further, Mr Iddon said the company had not realised the degree to which the Traffic Regulation Condition would be enforced. He did not know what other operators' drivers did for toilet facilities. Other operators did not have toilet facilities in the TRC area. The public toilets were only open between 0900 and 1745 hours.

Mr Backhouse said there were 10 matters of complaint in May, only three of which related to vehicles in service. The wording of the Condition was "no public service vehicle in the provision of a local service shall stand at any point...".

Consequently, he argued that the vehicles that were out of service did not fall within the scope of the Condition as presently drafted. The intention of the Condition was to prevent a vehicle holding up others at bus stands, thus ensuring the

free flow of traffic.

Mr Albu commented that if a bus was waiting at a stand to go on service, it defeated the purpose of the Condition.

Mr Backhouse said that with one exception, the vehicles concerned had been waiting outside the office and not on the bus stand. The company had not had the opportunity of investigating the July observations, but it was likely that they would show the same picture. The TRC was designed to prevent traffic congestion. With one exception, the traffic had not been obstructed.

In view of the times at which the toilets were available, the times crews would want to use the Ainsworth Street facilities would be those when there was no pressure from a traffic point of view. Other operators did not have the same problem, as they did not start operating before 0700 hours. Blackburn Borough Transport had staff who had been on duty a considerable time by then.

He maintained that the extent to which the company could be said to be in breach of the TRC was far more limited than it first appeared.

The industrial relations problems had been resolved. The company had done everything it possibly could to comply with the TRC.

Mr Albu said the argument that vehicles out of service were not in breach of the TRC would have to be tested in the courts if there were further breaches. It seemed to him that there was a problem. If the TRC could be amended without defeating its purpose, that would be the best solution.

The TRC had to apply to all operators and breaches of it could not be condoned. He accepted that the company had made genuine efforts to ensure that the terms of the TRC were observed. However, he was not happy about the situation.

It seemed to him that just lecturing the drivers was insufficient. They had to be provided with the facilities they needed. He realised that could not be done quickly or easily in a busy town centre, and the company needed to consult with the County Council, who had asked for the TRC in the first place, to see if a solution could be worked out.

Mr Albu said he thought the message had got home. Accordingly, he did not propose taking any action

## Ace increase turned down

**T**he Eastern Traffic Commissioner, Brigadier Compton Boyd, has refused an application by Ace of Mansfield Ltd, to increase the authorisation on its PSV operator's licence from five to seven vehicles.

The Commissioner also cut the duration of the licence, so that it now expires at the end of July 1990, instead of in May 1992, at a Nottingham public inquiry, in the light of the company's maintenance record.

Mr Boyd said the company was first granted a licence for one vehicle in 1987. In August 1987 it applied for a second vehicle. That application was refused following a maintenance investigation which was classed intermediate, and during which an immediate prohibition notice was issued.

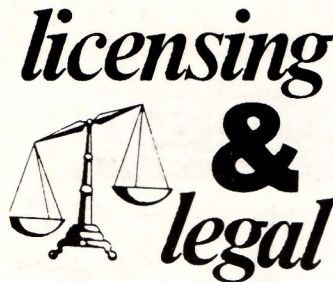
In April 1988 the company applied for an additional five vehicles. A maintenance investigation proved satisfactory, but only two additional vehicles were granted on the recommendation of the vehicle examiner, who was concerned about the parking facilities.

In July 1988 application was made for a fourth vehicle. The maintenance was again classed as intermediate, an immediate prohibition having been issued. However, a fourth vehicle was granted in November. Later the same month, the company applied for a fifth vehicle and that was granted in March 1989.

The company had grown from one to five vehicles in just under two years. A maintenance investigation in May was classed as unsatisfactory, following the issue of two immediate prohibitions and in the vehicle examiner's opinion the maximum capacity of the company's two operating centres was five vehicles.

Department of Transport vehicle examiner Mr Gerald Richardson said he had visited the company on May 15 by prior arrangement. He examined five vehicles, issuing two immediate prohibitions and a defect notice. The remaining two vehicles, one of which had just been bought, were free from defects.

A Ford Transit minibus was found to have excessive freeplay at the steering, while a Bedford single decker had a defective



### WEEKLY REPORT ON LAW AND THE COACH OPERATOR By Michael Jewell

tyre and an excessive oil leak from the engine. Inspections of the minibus were carried out by a local garage and those of the other vehicles by Barton Transport.

The period between inspections of six weeks had been extended to as much as three months on occasions. He was told that though Barton Transport had been instructed to repair defects, they had not in fact done so. Mr Richardson said he had visited the company again on July 10. He examined three vehicles. Two vehicles were issued with both delayed prohibitions and defect notices. The third was free of defects.

He was told the inspections were now being undertaken by W M Davies, of Mansfield. The inspection period had been reduced to four weeks, in line with his recommendations. Though one inspection had been carried out by Mr Davies, the defects he had found had not been noted.

Mr Richardson said he concluded that insufficient preventative maintenance had been carried out.

One vehicle presented for clearance was found to have low braking efficiency. The vehicle, which had been prepared by Mr Davies, was cleared later the same day. On June 22, a vehicle

presented for annual test was issued with an immediate prohibition because of a bulge in a flexible brake pipe.

Questioned by Mr Paul Bacon, for the company, Mr Richardson agreed that some of its vehicles had passed his inspection without any cause for concern.

Mr Davies himself was an auto electric specialist and a member of the Institute of Road Traffic Engineers, having been chairman of the East Midlands branch. He could not really comment whether Mr Davies was competent to handle the company's buses until a pattern of inspection results had been built up.

A period of about six months would be necessary for a picture of the quality of the inspections to be built up. The prohibited vehicles had now all been cleared.

Mr William Davies said he had signed a contract to undertake the maintenance of the vehicles on June 19. He had been in business since he left the National Bus Co in 1969.

Mr Davies said he must have missed the loose spring bolt on one of the vehicles given a delayed prohibition. He could not understand how the flange bolts came to be loose as he had inspected them himself. On the other vehicle, there had been no wear on the pin. The problem had been a rubber bush.

If he continued to do the maintenance, the vehicles would be 200 per cent better than in the past. They had got to come up to standard or he did not want to be involved. He had his reputation to keep. Intermediate checks would be carried out between inspections. He felt that the company had been given some bad advice in the past.

Mr K Krishan, a director, said he had been in transport for 13 years, starting with taxis. The company had a fleet of 35 taxis, five buses and a minibus and it hoped to buy two more public

service vehicles. It was in the process of buying either a Scania or a Volvo. It had gained a new contract with the County Council which required a vehicle on standby.

Mr Krishan said he was not a mechanic and if a contractor gave a vehicle a clean sheet he was none the wiser. Barton's had authority to repair any defect up to £300 without reference. If it was going to cost more, then they were to come back to him but they never did.

When Trent Motor Traction took over, everything fell apart and he was told that Trent were not interested in inspecting the company's vehicles. They had used Kirkby Service Station in between Barton's and Mr Davies.

If Mr Davies said a vehicle was unroadworthy, it did not move. Mr Davies had an open cheque to order parts on the company's behalf. He could not stand another embarrassment like this. He had told Mr Davies that if the company got another prohibition he would jump down his throat.

Mr Boyd said on the evidence submitted by the company's accountant, he was happy about its financial standing. However, in the last three years its maintenance standards had been pretty awful.

Five immediate and three delayed prohibitions had been issued and under the circumstances he might have been justified in taking some severe action.

He noted that Mr Krishan had been in the hands of others, having no technical knowledge himself. He had also noted that fairly positive steps had been taken to find a contractor who would produce the results.

Mr Davies appeared to have the facilities and experience to do an excellent job on the company's behalf. He felt that Mr Krishan was sincere and that he did not willingly shirk his responsibilities. Consequently, he proposed to give the company a second chance.

He would cut the duration of the licence as a probationary measure to see how the new arrangements worked. He was not satisfied that there was sufficient evidence at this early stage to justify the grant of additional vehicles.

***In the last three years the company's maintenance standards had been pretty awful***

# SIX-COUNTRY SOJOURN

**S**now-capped mountains looming over beautiful lakes bordered by pretty houses carved carefully from wood. Where else but Austria?

Yet not all the country is exactly the same, as I was to find out on a recent trip to Styria, south eastern region of Austria.

However, since three quarters of Austria's territory is covered by mountains you don't have to go far to find them, even in Styria, although the province is better known for its lush forests and rolling hills.

Its other attraction is that it is a good base for travelling to neighbouring Hungary to the east and Yugoslavia to the south.

And to the south west it's not all that far to northern Italy – about 120 miles as the crow flies to the border. Our trip was organised by tour wholesaler Albatross Tours, which now markets a package to Styria as the 'three countries tour'.

This can include staying in the small village of Soechau, excursions to Lake Bled in Yugoslavia (it's only 14 miles from the border); Lake Balaton and perhaps Budapest in Hungary; Vienna, Austria's capital, which is about 80 miles away; and the nearby city of Graz.

The 1989 price for this was advertised as being from £15.45 per night for six nights.

Readers of my previous articles will know that I'm an advocate of tour wholesalers (providing of course they're reputable) particularly for the small operator as they can offer a complete package, including overnights, couriers and so on.

Good ones should have the expertise to make your tour successful as opposed to a disaster, especially if you don't have much experience of continental driving. And it is this type of operator for whom I am writing.

***Graz in south eastern Austria is that country's second largest city and the capital of Styria. Yet relatively few people know this province, which is close to both Hungary and Yugoslavia.***

***Frank Forster recently joined a coachload of operators on an 'educational' to the region. This week he looks at 'getting there', through France, Belgium and Germany, while in his next article he tells of the area itself.***



**Pretty houses and snow-capped mountains await the visitor.**

Albatross is a small company run by Manfred and Sally Thelen and is a member of BAWTA, the British Association of Wholesaler Tour Agents.

And I have every reason to believe it does everything it can to provide a good service to its customers.

The company also has a sister company and office in Salzburg so it has the back-up service operators need to ensure, as it says, 'the smooth operation of complicated itineraries, or if you need help during your stay.'

Our tour was an 'educational', designed not only to explore the potential of south eastern Austria but also to check out various overnight stop hotels.

It was also an 'educational' for me as our Pennant Holidays Bova Futura full of (well, 26 of us) coach operators covered 2,000 miles in one week.

The pace was obviously a lot

faster than the average punter would ever experience but it allowed me to see some of the problems operators and drivers face on such a journey. Drivers Dave Carter of Pennant and Joe Wells of Plumpton Tours did an excellent job, however.

But although we covered more miles than the average punter we did have the advantage of not having a packed coach so we had more space to stretch out.

On such a tour I would say an on-board loo is essential and the Bova's was frequently used by yours truly! Unfortunately, in Austria, towards the end of the tour, our tank was full and we had some difficulty in finding an emptying point.

I know that tanks don't need to be emptied that frequently but I think there should be a big campaign by the relevant bodies such as the BCC to get more chemical disposal points for coaches. After all, most caravan

sites have them.

But I digress. We arrived at Dover Port at 12.30pm and were boarding P&O's big new superferry the Pride of Kent at 1.19. By 3pm we were off the ferry. The crossing time of 75 minutes only allows enough time to have a quick meal, buy some duty frees and perhaps have a drink.

Although we only ate in the cafeteria I was impressed by the quality of service and the food, given the price.

Despite a large number of passengers there was not a long wait and the meal was enjoyable and inexpensive. However, if these big ships are full to capacity then things can get a bit more crowded. On the return journey we came over on the Pride of Kent's sister ship the Pride of Calais and I had the chance to meet the captain, Edward Ward (45) on the bridge.

He said the ship could carry 2,290 passengers, 110 crew and up to 44 coaches. On our crossing there were, however, only 1300 passengers and 20 coaches.

To watch this state-of-the-art, fully computerised £70 million ferry guided out of Calais by the captain moving a tiny lever at the control desk was an interesting experience. With the Channel Tunnel and the ending of trade barriers (and, therefore, duty-free sales) looming, ferry companies like P&O are obviously doing all they can to win and keep their customers happy.

So it was into France and our first stop, the Hotel Mercure, Dunkerque, Le Lac, which would be suitable for an overnight, especially for parties that have travelled a long way through Great Britain. We arrived there at about 5 pm French time.

Most Mercure hotels are fairly standardised although some have additional facilities. All, however, have well-



Our coach arrives at the Hotel Europa, Graz.

equipped rooms with TV, video channel, radio, telephone, mini-bar, en-suite WC/bath and or shower, etc, restaurant, bar etc.

The Hotel Mercure Dunkerque has all the usual facilities plus indoor swimming pool, table tennis, wind surf boards and lakeside view.

Parking the coach was no problem. But, as with any tour, always notify the hotel well in advance of your arrival. Albatross also use this hotel for a family fun weekend which includes entrance for a day at the Great Adventure Park Bellewaerde.

Albatross' price for one night B&B in the hotel and entrance fee to the park, per person sharing a twin room is £17.50, single room supplement £9.50, children under six free, from six to 12, 30 percent off.

The park is open every day from Easter to the end of

September and every Sunday in October.

Albatross' quoted price for an overnight stop at Dunkerque this year is 185 to 195 FF depending on season (about £18.50 to £19.50) for half board.

We left the hotel at about 6.20 and by 7pm were at the Hotel Mercure, Lille Lomme. As one of our party pointed out, this is only a ten-minute walk away from what is said to be the largest Auchan hypermarket in Europe.

It's certainly massive, the wine section alone must be as big as some supermarkets. And prices are said to be cheaper

than those of similar hypermarkets at the ports.

Lille would also make a good base for touring the First World War battlegrounds.

The hotel has 48 rooms with bath and 42 with shower, heated indoor pool, conference rooms, gardens and play areas. Parking as above.

A word of warning: should anyone visit nearby night-clubs, tell them to watch what they're spending – it could prove painful if they don't.

Both hotels are just off the Lille-Dunkerque A25 autoroute on which, as with all French motorways, you have to pay tolls. However, you can take the ordinary main roads into Belgium, which is just across the border from Lille, if you wish.

We left Lille the next morning about 8.30 for what was to be one of our longest drives – Munich, about 12 hours away, hopefully four hours longer than any holidaymaker would be asked to spend on the road.

Crossing the French border into Belgium involves paying out more cash – 300 Belgian francs each way or about £5 for use of that country's roads – but there is little other formality.

By 11.48 am we were at the Belgian/German border at Aachen and it was time to pay out more tolls. this time the German authorities estimated our journey at 810 kilometres from border to border. This charge, as many may know, is 0.7 pfennig per person per kilometre which works out at DM 147 or about £50 – a lot considering it was for only one way and not for a full coachload.

The Austrians, knowing that Great Britain has no such charges, do not charge us, though they do apparently charge the Germans. However, there are still tolls to be paid in Austria for tunnels and bridges.

So drivers, as with passengers, must always have adequate amounts of foreign cash. On our trip we passed through four European countries – France, Belgium, Germany and Austria.

That means, with our own currency, having supplies of five

different currencies – a veritable nightmare. The sooner we have a common European currency the better as far as I'm concerned.

We stopped around 1pm for lunch and arrived at the Hotel Mercure, Munich, around 9pm after a fairly uneventful journey.

There are 167 rooms with bath/shower, restaurant, bar and conference rooms. Parking without prior arrangement could prove difficult as this hotel, unlike many owned by Mercure, is not on the edge of town, being only 200 yards from the main railway station. It is, however, very convenient if you wish to spend some time in Munich.

The next morning we left Munich at about 8am for Austria.

After passing by Salzburg the scenery around St Gilgen and the St Wolfgangsee lake is unforgettable.

Even though low cloud obscured some of the higher peaks as we passed by, the view was still spectacular. Combined with perhaps a stop at Salzburg, as we did on the way back, this makes up for the lack of such spectacular scenery further south.

Eric Silvermayr of Albatross said this was the shortest and most scenic route to Graz. An alternative was to take the autobahn via Klagenfurt, the Tauern motorway via the Tauern tunnel.

However, there was a toll for this, he said, of around five to six hundred schillings, about £25 to £30, and the traffic was heavy, particularly at peak times.

Yet another route was to come down via the Nuremburg autobahn, bypassing Munich and Salzburg altogether. This route joins the A9 autobahn about 20km north of Liezen, and it was about our kilometres east of here that we joined it.

Continuing south on this road we arrived at the Gleinalmtunnel, the toll for which as AS 440, about £22. This tunnel is about six kilometres long.

The tunnel which bypasses Graz to the west is even longer, however, probably about eight kilometres. We arrived in southern Gratz after coming out of this tunnel at about 1.30pm and checked into the Hotel Europa, after a quick 'tour' of the city trying to find it.

## Contacts

• **Albatross Tours Ltd, 88 King Street, Maidstone, Kent ME14 1TT Tel: (0622) 54725/673319, Austrian National**

**Tourist Office, 30 Saint George Street, London W1R OAL Tel: (01) 629 0461**



# Help and cash for new rural transport services.

The Rural Development Commission offers both general business and rural transport advisory services to country-based operators in England. The introduction of new routes is particularly encouraged, as well as more flexible, imaginative and profitable forms of rural transport. The Rural Transport Development Fund may be able to help with the initial cost of setting up a new service. Many grants have already been made from the Fund, and a video entitled CROSS COUNTRY – THE BUSINESS OF RURAL TRANSPORT is available on free loan.



For further details of the advisory services and the grant scheme, contact the local county Business Service office (formerly CoSIRA) of the RURAL DEVELOPMENT COMMISSION. The number is listed in the telephone directory.



## THE RURAL TRANSPORT DEVELOPMENT FUND

141 Castle Street Salisbury SP1 3TP tel 0722 336255



**new forest**  
**HEATHLANDS HOTEL**

**COACH PARTIES WELCOME!**

We offer two 3 star hotels in the heart of Southern England. The **New Forest Heathlands**, with 50 comfortable en suite bedrooms, on the northern edge of the New Forest yet within 2 minutes of the M27.

ASK ABOUT OUR SPECIAL RATES AND WE'LL PAY FOR THE CALL!  
SIMPLY DIAL 100 & ASK FOR

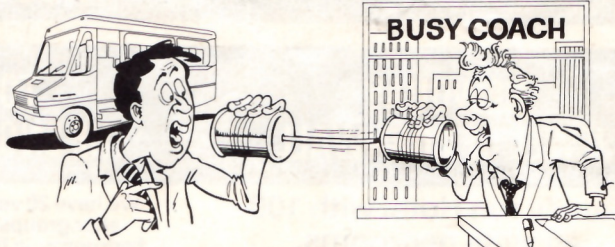
**FREEFONE**  
**HEATHLANDS HOTEL**

The **Bournemouth** Heathlands offers 116 en suite bedrooms in the town's fashionable East Cliff area. Both have plenty of parking space and make the ideal overnight stop for touring this beautiful part of Southern England or en route to the southern ports and the Continent.

**HEATHLANDS HOTEL**  
**Bournemouth**



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# COACHES WELCOME



## CORNWALL

### HEADLAND HOTEL

**Cliffe Road, Perranporth  
CORNWALL**

7, 14 and 21 October weeks available, also bookings for 1990 being taken.  
Situating 9 miles South of Newquay on a cliff top overlooking 3 miles of beach.

- 30 Bedrooms many ensuite. • Magnificent scenic coastal view. • Complimentary tea and coffee making facilities.
- Entertainment. • Very spacious dining room and lounges. • Licensed Bar. • Varied choice of menu.

**DRIVER - FREE OF CHARGE**

Reservations:- 0872 573222

RAC

ETB



AA

(30318/HO/50)

## DEVON



**WELCOMES  
COACH PARTIES**

★ Hog/ram roasts + free glass of wine  
Price to coach tour operators £3.50 per head

- ★ Devonshire cream teas
- ★ Ample parking ★ Beautiful riverside setting in Devon's capital city

**BONHAY ROAD,  
EXETER**

**TEL: (0392) 214464**

NB: 5 hours notice needed for cream teas,  
24 hours notice for hog/ram roasts  
(29483/HO)

### NEWQUAY MINERVA HOTEL

Family-run hotel only yards from beach and town. TV all rooms. Bar, tea making facs.  
Central heating. Some en suite.

Bookings and enquiries welcomed for 1990.

**Tel. (0637) 873439**

(30425/HO/50)

### NEWQUAY SILVERDALE HOTEL 10 Mount Wise, TR7 2BD

Centrally situated with ample parking. All rooms tea making, most en suite, licensed bar, colour TV, lounge. Excellent food and accommodation.

*Coach party vacancies for October, special reductions for OAPs. Also now accepting bookings for 1990.*

**Tel: (0637) 873358**

(30317/HO)

## WEST COUNTRY

### NEWQUAY JEWEL OF CORNWALL

Family run Hotel with 100 en suite bedrooms, entertainment nightly, many leisure facilities.

1989 week available  
September 2nd

### TORQUAY THE ENGLISH RIVIERA

We have 20 years' experience looking after groups. Offering: 46 en suite bedrooms, in house entertainment, TV and direct dial telephone in all bedrooms, coach parking. 1989 weeks available 31 August, 24 September and 20 October onwards.

### ILFRACOMBE NORTH DEVON

Help your clients enjoy a relaxing holiday at one of Ilfracombe's largest Hotels. 61 beds en suite, lift to all floors, entertainment most nights.

**Avoid disappointment, call us now to  
book for Winter 1989, Spring and Summer 1990.  
Special offer 3 and 4 day Winter Breaks**

(29606/HO)

**Hotel Kontiki**

**Anchorage Hotel**

**West Bourne Hotel**

Mountwise, Newquay,  
Cornwall TR7 2BQ  
Telephone: (0637) 871137

Cary Park, Babbacombe,  
Torquay TQ1 3NQ  
Telephone: (0803) 36175

Wilder Road, Ilfracombe,  
North Devon EX34 8BQ  
Telephone: (0271) 62120

# COACHES WELCOME



# COACHES WELCOME



## LANCASHIRE

### DUNOON HOTEL

267 Central Promenade, Blackpool, Lancs FY1 6AH

Mid week availabilities for September and October illuminations.

Also bookings for 1990 now being taken

- ★ 21 Bedrooms ★ Tea making facilities in all rooms
- ★ Full central heating ★ Licensed Bar ★ Lounge ★ TV room
- ★ Excellent choice of menu

★ DRIVER FREE

Call now (0253) 46136 – Mr Allerton

(29460/HO/47)

### BLACKPOOL ALLANDALE HOTEL

387 South Promenade

Seafront hotel, 30 bedrooms, 18 en suite rooms, all rooms TV, tea making, full ch, entertainment, parking for 2 coaches.

Vacancies for 15-17 Sept, 22-24 Sept, 29 Sept-1 Oct, Friday to Sunday. £45 basic or £50 en suite. Party nights plus free place for bus driver/organiser.

Few vacancies for illuminations weekends and October mid week Monday-Friday. Open all year.

Now taking 1990 bookings

Tel: 0253 46529 (30362/HO)

### OLIVERS RESTAURANT

- Located in the City Centre
- Licensed restaurant
- Daytime opening only
- Waitress service
- Driver FREE
- 100 covers

1A Frances Passage,  
Lancaster 0524 63433

(30591/HO/51)

## ISLE OF WIGHT

### NOOK HOTEL SHANKLIN

Modern Family Hotel, licensed, "heated pool".

"Famous for our food"

Vacancies for parties, October. From £70 a week. SPRING 1990 from £75.

Tel. 0983 863156 for details

(29557/HO)

## HOTELS?

## JOURNEY BREAKS?

Up-to-date information  
available in

*'Coaches Welcome'*

## WALES

## WALES

### BAYTREE HOTEL AND RESTAURANT

Promenade, Llandudno LL30 2LP

Telephone (0492) 75858, Fax 76182 – Ask for Vicki

Christmas bookings and 1990 bookings taken now

- ★ Extensive choice of menu ★ 54 bedrooms en suite ★ Equipped with colour TV, radio, tea makers
- ★ Inhouse entertainment ★ Lift ★ Dance floor ★ Public Restaurant and Bar ★ Sauna ★ Sunbed
- ★ Superb seaviews ★ Near pier, main shops etc.

4 days from £175 – 3 days from £145

2 days dinner & dance from £60, 3 days dinner & dance from £78

Group luncheons etc catered for.



3 day Christmas programme £150, 2 day New Year £62.

(30595/HO/51)

### BAYTREE HOTEL and RESTAURANT

Promenade (Opposite Jetty)  
Llandudno LL30 2LP

Telephone: 0492 75858/76182

54 bedrooms, all en suite. (10 singles, en suite) equipped with colour TV, radio, tea makers.

- ★ In-house entertainment ★ Lift
- ★ Dance Floor ★ Public Restaurant and Bar ★ Sauna
- ★ Sunbed ★ Superb Sea Views
- ★ Situated on the flat. 1 to 3 minutes walk, pier, main shops, theatre, Bingo, transport, Doctors.

VACANCIES 16-23 September,

5 nights entertainment,

1/2 board, £118.00 inc VAT.

Single Rooms £138.00 inc VAT.



(30609/HO)

# COACHES WELCOME



# APPOINTMENTS

## VACANCIES WITHIN THE INDUSTRY

### General Manager

Personal Journey  
Services  
(Director Designate)

Circa £20,000

Plus executive benefits:  
Car, Index linked pension  
scheme

Kingston-upon-Hull City Transport Ltd is a forward-looking group of companies involved not only in the provision of local bus services, but also in general and vehicle engineering, training and leisure activities in the UK and Europe.

We are currently seeking a General Manager to head the Group company responsible for personal journey services (which include the provision of local bus services). The position is challenging, taking in full profit responsibility and the development of this particular market. It is anticipated that success in this role will lead to an Executive Directorship, and possible further opportunities within the Group. We would expect the candidate to be post graduate, or to hold appropriate final professional qualifications. Market and management experience at a senior level within a service sector industry or similar commercial environment is essential.

The City of Kingston-upon-Hull itself is undergoing a dramatic renaissance as a result of considerable investment. New businesses are relocating to the area, an exciting programme of redevelopment is underway, with a spectacular marina and pedestrianisation of the inner shopping zone already completed. Further housing, leisure and retail development is taking place the length of the river frontage. Housing and living costs are comparatively low, and the surrounding coast and countryside offers a wide scope of leisure pursuits. This could be the backdrop to your new career.

Apply in writing to: Mr K J Bastow, Managing Director, Kingston-upon-Hull City Transport Ltd, Lombard Street, Hull HU2 8QN.

**KHCT** Kingston upon Hull  
City Transport Ltd.  
*Serving the community*



(30491/SV)

### FORDS TRAVEL OF CORNWALL TRANSPORT MANAGER

Long established family-run business with 20 modern vehicles and premises involved in all aspects of coaching from extensive continental touring to contracts and stage service, require enthusiastic person to take over the day-to-day operations of vehicle/driver allocations, routing, maintenance records and all relevant documentation required both legally and in house. Evening and weekend duties with some relief driving are involved. Current PSV licence and experience in Continental and UK operations essential. Salary subject to previous experience and qualifications.

Apply in own handwriting to:

Mr A Ford  
Ford Travel  
Rylands Garage  
Gunnislake Cornwall PL18 9HW  
APPLICATIONS TO BE RECEIVED BY  
SEPTEMBER 15TH 1990.

(30664/SV)

### MANAGER GREAT YARMOUTH/LOWESTOFT (c£15,000 + Car + Bonus)

Eastern Counties require a manager for their operations in the Great Yarmouth and Lowestoft areas.

This position provides an opportunity for a dynamic individual to play a key role in the development of the Company which operates 360 vehicles on local bus services in Norfolk and Suffolk.

Applicants should be capable of managing all aspects of a fleet of 60 buses and mini-buses, have the ability to plan and control the operation of an expanding organisation and have proven leadership skills.

The successful applicant will be well rewarded. In addition to the normal benefits associated with a progressive Company, a salary of £15,000 and a car are offered plus participation in a bonus scheme.

Applications, which will be treated with the strictest confidence, should be made in writing with details of experience to date and present salary to:-

Mr P H Brundle  
Managing Director

Eastern Counties Omnibus Company Limited  
79 Thorpe Road, Norwich NR1 1UA  
to arrive no later than Wednesday 20 September 1989

(30612/SV)

### B.C.M. BUS AND COACH MOVEMENT

PSV drivers agency of Essex.

Fully experienced drivers always available at short notice for that emergency.

Tel. (0268) 764810 or 560989

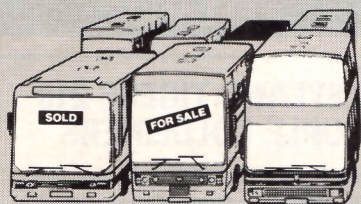
(26498/SV)

APPOINTMENTS

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APPOINTMENTS

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# Coachmart Classified

The marketplace of the industry 0733 63100



Bookings call: Debbie, Paul, Sue, Vicki. Tel. 0733 63100. Deadlines: Bookings - Tuesday 1pm for Thursday. Alterations and Cancellations: Monday 11am for Thursday

## AEC

ALLCO PASSENGER VEHICLES offer new and nearly new spares to fit most models. Tel. 01-866 8900 or 0895 674422. car phone (0836) 241379/529555.



(22822/AE/13)

### S REG 53 SEATER, AEC

Semi-auto, MoT November, express doors, reconditioned engine, gearbox and axle.

**£12,500**

**Telephone: (0795) 660269**

(30545/AEC/51)

J REG AEC 760 PLAXTON ELITE 53, tested Nov '89, £1,595 ono. Tel. (021) 355 6862 or (021) 382 3333.

(30570/AEC/51)

### EXECUTIVE AEC 760 PLAXTON SUPREME

40 reclining seats, 2 tables, toilets, coffee/tea machine, fridge, power door, radio/cassette/pa, full continental air conditioning with Ford diesel engine, 11 months MoT, taxed, resprayed. Must be seen.

**£15,500 ono**

**Tel. 021 355 6862 or  
021 382 3333**

(30571/AEC/51)

## BEDFORD

### 1984 BEDFORD YNT

12m, 53 recliners plus courier, Webasto, tinted windows, Wrights contour, mint condition, tested to May '90.

**£25,500 + VAT**

**Tel. (0226) 753903 or  
(0226) 757983 (evenings)**

(30510/BE/51)

1984 BEDFORD YNT LASER 53 seats, brown, soft trim interior, ZF box power door, side lockers, tinted windows, radio, P/A, cassette, MoT April 1990. £28,000 ono. Tel 0200 22473 or 22197.

(30326/BE/49)

BEDFORD YMT MOSELEY, 53 seater, 1977, MoT Dec '89, £2,750. BEDFORD YMT DUPLÉ, 53 seater, 1976 P reg, MoT March 1990, £3,500. Tel. 0222 884648.

(30559/BE)

### Selection of BEDFORD and VOLVOS for sale

1976-1988

All with current MoTs  
Most have been retrimmed

**Paul Burton Coaches  
Bury St Edmunds**

**0284 769551**

(30610/BE/51)

## BEDFORD

### BEDFORD PJK

W Registered, 29 seater,  
tested March '90.

**£7,500 + VAT**

Possible part exchange for 53 seater.

**Tel. (0234) 59763**

(30521/BE/50)

### 1979 BEDFORD REEBUR

17 seater, good condition, tax,  
12 months MoT.

**£3,500 + VAT**

**Tel. (0752) 568186**

(30526/BE)

1971 YRQ DUPLÉ VICEROY, 45 seats, new clutch, tested September 1990, good condition for year, £1,400 + VAT. Purple Motors, Bethesda, Gwynedd, North Wales. Tel. 0248 600207.

(30557/BE/51)

### X REG

### BEDFORD YNT 500 TURBO

53 seats, Dominant IV, radio/PA, air door, tickets March and November, offered at

**£15,000**

*Also contract vehicles with new tickets*

**Telephone: (0903) 691862**

(30489/BE/50)

BEDFORD 45 SEATER, L Reg, (1972 or near), new MoT, taxed, in good condition for year, £2,500 ono. Tel. (0352) 770438.

(30569/BE)

1981 BEDFORD YNT TURBO, 53 seats, tinted windows, automatic chassis lubrication, curtains, power door, Bristol dome, side lockers, 12 months MoT. Tel. 04884 438 day, 048857 107 evenings.

(30685/BE/51)

ISLE OF MAN COACHES. END OF SEASON SALE. Choice of 2, 1979 Bedford YMT 53 seaters, very clean with tachos, ideal for schools, contracts etc. Both coaches arrive in Morecambe Sat 26/8/89. Tel. Ian Bleers on 0524 53592.

(30575/BE/51)

### 1987 D REG BEDFORD YMPs

31 seater plus courier, Plaxton Paramount 2 star, MoT and taxed March 1990, low mileage.

**£42,850 + VAT**

**Tel. Bell's Luxury Coaches  
0980 862322**

(30556/BE/51)

### 1984 BEDFORD YNT LASER 2

51 seater coach, 1 owner, white/blue/black, power door, side lockers, radio/PA, MoT June 1990.

**£25,500 ono + VAT**

**Les Bywater & Sons Ltd**

**Telephone: (0706) 48573**

(30539/BE/51)

1982 BEDFORD YMT DOMINANT II, 53 seats, MoT April 1990, choice of two, engines recently reconditioned, very clean and tidy, £11,500 + VAT ono, each vehicle. Tel. (0908) 510238.

(30339/BE/49)

1979 BEDFORD MOSELEY 53 seater, MoT April 1990, £7,950 + VAT. Tel. 051 424 5972.

(30324/BE/49)

### 1978 BEDFORD PJK DOMINANT

29 seater, good condition, red interior, engine overhauled 12,500 miles, MoT April '90.

**£6,500 + VAT**

**Tel. Mr C J Down on  
(082281) 242, Devon**

(30681/BE/51)

### 1979 PRIVATE PLATE YMT ALPHA

53 seats, power door, radio, tape, reconditioned engine fitted May 1989, taxed and tested till February 1990, good condition.

**£8,000 + VAT**

**Tel. (0924) 464771**

(30611/BE)

## BOVA

1983 EUROPA, new engine, gearbox, 53 recliners, £26,500 + VAT. Tel. Wilts 0249 443904.

(30551/BE)

## BRISTOL

1966 BRISTOL LODEKKA BUS. Taxed until 30/9/89, MoT until 12/10/89, non PSV, recent clutch, £6,000. Tel. 01-965 5433.

(30390/BR/49)

### BRISTOL LHS

35 seater, MoT to February '90, recon gearbox.

**£4,700**

**Tel. (0795) 660269**

(30547/BR/51)

## BRISTOL

### 1976 BRISTOL V.R.T. SL3

Gardner 180 engine, 5 speed semi auto gearbox, P.A.S., 75 seat 17 standees.

East Lancs single door bodywork, various lengths of MoT, some 12 MONTHS, CHOICE OF 6

**For full details contact  
BURNLEY & PENDLE  
TRANSPORT ON  
0282 25244**

(30314/BR/49)

NOV 1979 BRISTOL LHS ECW, 7ft 6in, 27 seat plus luggage pen, MoT March 1990, £7,250 plus VAT. Contact Loch Lomond Coaches Ltd. Tel. 041 956 3636/5678. (30478/BR)

### 1983 (Y) BRISTOL LHS PLAXTON SUPREME V

33 'E' type seats, power door, Bristol dome, tinted windows, full draw curtains, radio/tape, 3 heaters, outstanding condition, MoT 15/12/89.

**£24,000 + VAT ovno**  
**Part exchange considered**  
**John MacEwan**  
**(0387) 710357**

(30555/BRISTOL)

## DAF

LAG PANORAMIC KITCHEN COACH, 1986 (C), full executive, sunken toilet, Webasto, 4 TV monitors, video, 240 volt generator, fitted Lag kitchen including microwave, water boiler, fridge etc, seven mahogany tables with lamps, seats to 44 seats, new tyres, taxed, MoT. £78,500. Tel. 01-8474501 24 hours. (30689/DA/51)

## DENNIS

1988 (April) DENNIS JAVELIN, 51 seats (11 metre), executive, air suspension, reclining seats, rear continental exit, demountable sunken toilet, £55,000.

1988 (April) DENNIS JAVELIN, 53 seats, (11 metre), air suspension, reclining seats, etc, £52,500.

**Please contact P Collier**  
**Bebb Travel (0443) 204211**

(30475/DE/50)

1988 (F) DENNIS JAVELIN, 12m Duple 320, air suspension, 53 recliners, rear toilet, courier seat, curtains, radio, stereo, pa, MoT August 1990, white. £63,000. Haldanes of Cathcart. Tel. 041 637 2234. (30544/DE)

## DOUBLE DECKERS

### 1974-1976 LEYLAND ATLANTEANS

Alexander bodies, all tested and ready to work. Choice of 6.

**POA**  
**Tel. 041 952 0064**

(30568/DD/51)

## DOUBLE DECKERS

### 1973-76 DAIMLER FLEETLINE DOUBLE DECKS

Park Royal and Northern Counties bodies, all tested and in daily use.

**From £4,000 + VAT**  
**Tel: (0742) 560653**  
**(Sheffield)**

(30494/DD/50)

## FORD

1984 FORD QUEST PLAXTON PARAMOUNT 3200, 53 recliners, air suspension, in excellent condition, tested until Feb '90. £22,000 + VAT. Tel. 0836 635181. (30686/FO/51)

1978 FORD 1114, 45 seater Duple, excellent condition for year, MoT April 1990, full service history, inspection invited, only £4,950 + VAT. 1975 FORD 1114 DOMINANT, 45 seater, MoT May '90, well maintained, only £2,350 + VAT. Tel. 0668 81591. (30424/FO/50)

1973 FORD (2) R1014 service buses, tested April 1990 and September 1990, both excellent condition, any sensible offer. Tel. (0642) 606644 office hours 9am to 5pm. (30586/FO/51)

### S REG, 53 SEATER, FORD DOMINANT II

MoT June 1990, Ford reconditioned engine and gearbox, good condition.

**£6,400**

**Telephone: (0795) 660269**

(30546/FO/51)

1980 (V) FORD PLAXTON SUPREME, 53 seats, power door, Telma, MoT Dec '89, £6,500 ono. Tel. 01-515 0911. (30662/FO/51)

1979 FORD DUPE, 53 seats, MoT September 1990, Telma, Bristol dome, sprayed white, no signwriting. £9,000 ono. Cedric Coaches, Essex. Tel. 0206 224363. (30558/FO/51)

1973 R1114 DUPE, 53 seats, POD, retrimmed June '89, taxed May '90, very good all round condition, offers around £3,000. Tel. (061) 223 3103 day (061) 257 3358 evenings. (30603/FO/51)

## LEYLAND

1984 LEYLAND TIGER 245/PLAXTON PARAMOUNT 3500, 53 seater coach, 12 months MoT, sunken rear mounted toilet, TV, Tempo 100 and complete with PA system, a well maintained touring coach, sale due to vehicle replacement programme, £48,000. Tel. (0272) 559129 daytime, (0454) 772877 evenings. (30584/LE)

1973 LEYLAND LEOPARD, 49 seater, semi automatic, power door, MoT applied for. £4,500 + VAT. Tel. 051 424 5972. (30325/LE/49)

### 1982 LEYLAND TIGER

Goldliner, 46 recliners, toilet, servery, double glazed, semi-auto, power steering, Webasto, auto-lube, MoT Feb '90.

**£25,500 ono**

### 1977 LEYLAND LEOPARD

Willowbrook, stagecar, 47 seats, semi-auto, power steering, express doors, MoT March '90.

**£7,500 ono**

**Tel. (0254) 876123 day**  
**or (0254) 40359 eve**

(30561/LE)

## LEYLAND

### 2 LEYLAND TIGERS 218 DUPE GOLDLINERS

Duple Goldliners 148, recliners 146, both 1983 on private plates, fitted toilets, Telma, PA system, autolube, long MoT.

**£31,750 ono + VAT**

**Tel: (041) 7726383 or**  
**(041) 8830717**

(30538/LE/51)

### 1986 LEYLAND CUB OPTARE

33 seater, Metro service bus, MoT to June 1990, converted from automatic to 4 speed manual gearbox.

**£18,000 ono + VAT**

**Tel: 091 3890494/3885475 (Durham)**

(30562/LE/51)

1984 LEYLAND TIGER 245 ZF PLAXTON PARAMOUNT 3500, 53 recliners, tinted windows, automatic chassis lubrication, speed limiter, MoT July '90. Tel. 04884 438 day, 048857 107 evenings. (30684/LE/51)

1972 LEYLAND LEOPARD, 57 seats, very tidy, reconditioned engine/box, taxed, tested, offers in the region of £6,000. Office hours (Leeds) 0532 626324/325, out of office hours (Leeds) 0532 585359. (30553/LE/51)

1985 LEYLAND TIGER DUPE LASER, MoT July 1990, 53 reclining seats, speed limiter, fitted to super luxury specification, good condition. £40,000. Tel. Irving's, Carlisle 0228 21777. (30589/LE/51)

### 1983 LEYLAND TIGER 3500 PARAMOUNT 53 recliners with a 245 engine.

### 1981 LEYLAND LEOPARD 57 seats and courier.

*Both vehicles are in excellent condition.*

**Telephone: CAPITAL COACHES**  
**on EIRE (042) 40025**

(30602/LE)

1981 PLAXTON LEOPARD 53, choice of 2, one with new Leyland engine. £21,500 + VAT and £23,500 + VAT. Tel. Wilts 0249 443904. (30550/LE)

### 1986 'C' LEYLAND CUB

33 seats, MoT Feb '90, power door, side locker, good condition.

**£19,500 + VAT**

**Tel. (0246) 863232**  
**Chesterfield**

(30533/LE/51)

## MERCEDES

MERCEDES 608D, 1985, C Reg, stage carriage, Reeve Burgess, 20 seats plus 6 standees, new MoT, low mileage, may part exchange for Bristol RE or Offers. Tel. (0424) 213083. (30534/ME)

12 SEAT MERCEDES 307D, E reg, carpet, tints, racks, tables, 12 months MoT, immaculate £11,950 NO VAT. TEL (0565) 55555 (30360/ME)

## MERCEDES



### 1983 MERCEDES 508D

20 high-back seat conversion by Whittakers of Doncaster. White with red interior, tinted glass and additional heater, extremely well maintained with 12 months PSV and MoT.

£7,750

Tel. 0279 813240 & 0279 724931 or Fax. 0279 815895 (Herts)

(30665/ME)

## MERCEDES BENZ 0303

ALJ 990A, 53 recliners, fully air conditioned, air suspension, PA system, vodaphone also available at extra cost, date of first registration 1/3/83, MoT until 11/89, taxed 1/1/90, some spares available, vehicle in exceptional condition.

£40,500

Tel. 01 961 2934

(30564/ME/51)

## VAN HOOL

1982 DAF VANHOOL ALIZEE, 11.6ltr, mid engine, 49, recliners, toilet, boxed and wired for TV, tested 10 months, very smart, reliable executive coach. £42,000 + VAT. Tel. 0388 604419.

(30490/VH)

## MAN VW

1983 'A' M.A.N.  
REEVE BURGESS RIVIERA,  
28 seater, exterior white/blue,  
power door, tinted windows,  
decorative curtains, semi  
reclining seats, large boot, good  
condition. MoT 12/9/90.  
£17,500

1982 'X' M.A.N.  
REEVE BURGESS RIVIERA  
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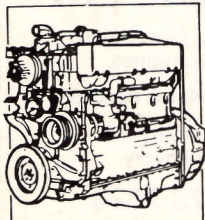
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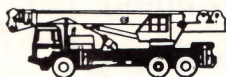
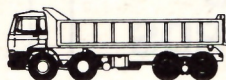
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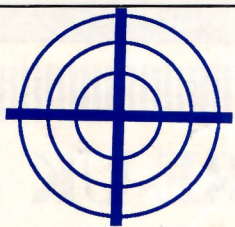
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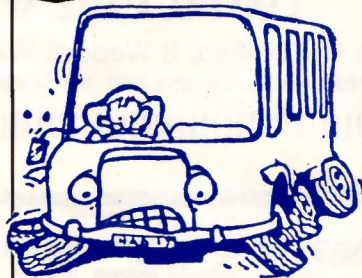
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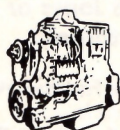
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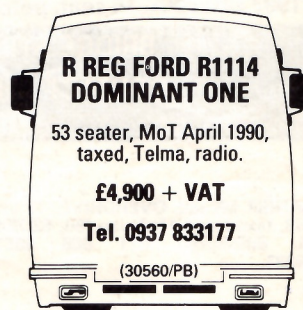
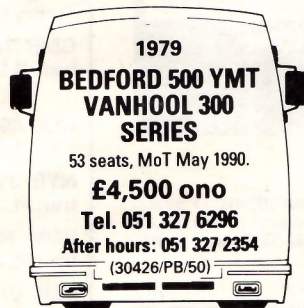
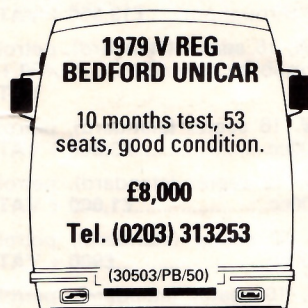
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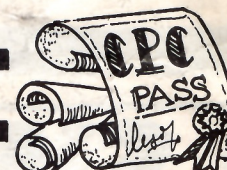
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1979 BEDFORD YMT Duple Dominant, MoT May '90.

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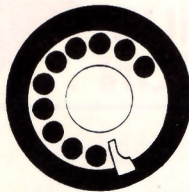
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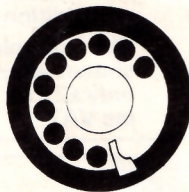
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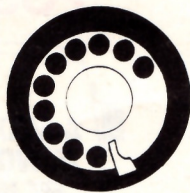
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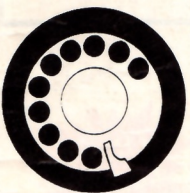
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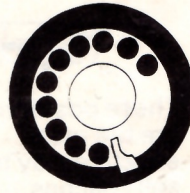
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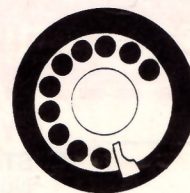
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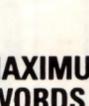
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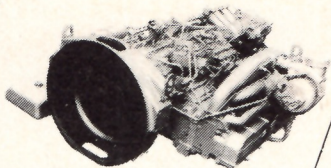
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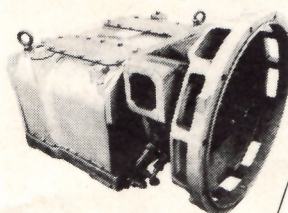


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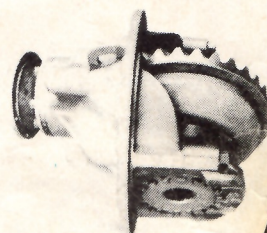
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